HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C

VOL. XXI. PUBLICATION OFFICE: TORONTO, MARCH 27, 1909 NO. 13.

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO. MONTREAL

For Fifty Years

"QUEEN'S HEAD" GALVANIZED IRON

CANADA

has been the STANDARD of the WORLD.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

"Empress" Ball-Bearing Mower

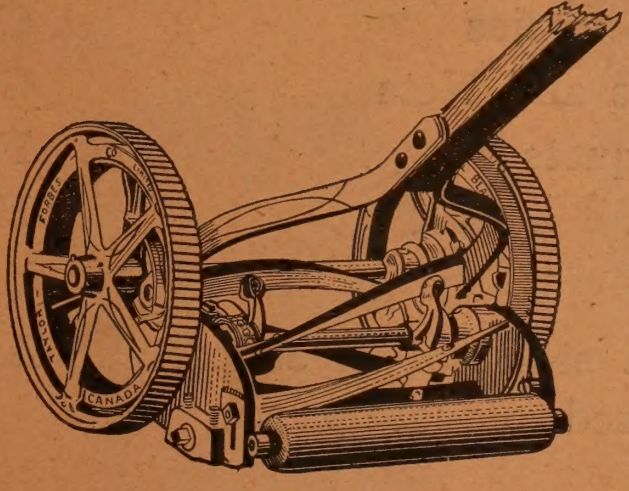
One of the Very Best Sellers

Open Cylinder

The workmanship and quality of materials used are the very best in every respect.

We guarantee every machine made, and we have a large assortment of styles to suit all requirements.

Many Other Exclusive Features



10½-inch Wheels

All the wheels on our machines are three times the weight of any imported machine.

All our mowers are made with loose half boxes, so that they can be quickly and easily adjusted.

Our Catalog Awaits Your Asking

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AND WORKS

Guelph - Ontario

TAYLOR-FORBES CO. Limited, 122 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, 290 Garry St., WINNIPEG, MAN.

Don't Wait for Something to Turn Up. Try a "WANT AD."

Some Suggestions of Requirements for Spring

Lawn Mowers
" Shears
" Vases
" Hose
" Rakes
Screen Doors
Green Wire Cloth
Spring Hinges

Garden Wheelbarrows
" Forks
" Spades
" Trowels, etc.
Washing Machines
Wringers
Churns
Poultry Netting

Look up your stocks of Spring Sporting Goods

Lacrosse Sticks
Cricket Bats, etc.
Base Ball Supplies
Lawn Bowls and Nets
Tennis Racquets
etc., etc.

Fishing Tackle
Tents
Canoes
Camping Outfits
Folding Camp Beds
Hammocks
etc., etc.

We carry a stock of Electrical and Automobile Supplies and will be pleased to quote prices.

RICE LEWIS & SON, Ltd.

King and Victoria Sts. **Toronto, Ont.**

The White Mop Wringer





Is taking the place of the old way of hand-wringing and scrubbing.

Do **you** have the **"White"** in stock?

Do your **customers know** that you have it?

Keep it well displayed with a **"White" Easel.**

Order direct, or of your jobber

THE WHITE MOP WRINGER CO.

Fultonville, N.Y.

THIS IS THE SEASON TO STOCK

FORK HANDLES

Polished hay-fork handles.
Bent hay and barley-fork handles.
Long shovel and spade handles.
Long manure-fork handles.

HAY RAKES

The Eureka Field Hay Rake.
Bushlin Pattern Knock-down Rake.
Lawn Rakes of all Kinds.

All our goods are carefully graded and finished.

Order now—Be supplied when the demand is on.

J. H. Still Manufacturing Co.
Limited

St. Thomas, Ontario

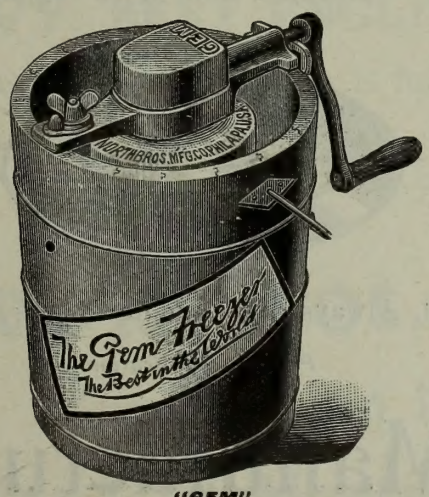
ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results



"LIGHTNING"



"GEM"



"BLIZZARD"

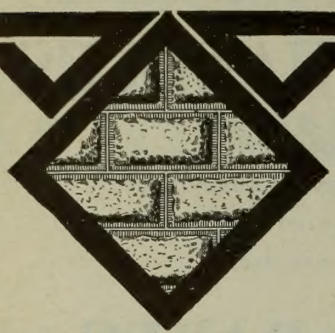
THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.

We Have Protected the Trade for 24 Years.



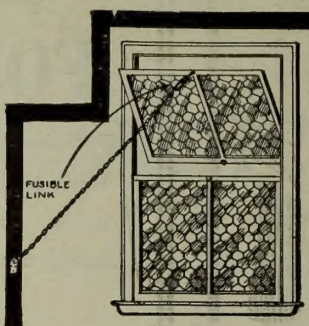
A handsome steel siding for all kinds of building purposes; supplied either Galvanized or Painted.

OUR ROCK FACED STONE

is fire and damp proof—resists all weather conditions—is very reasonably priced — and can be so easily applied it gives universal satisfaction.

Find further facts about it in our catalog.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, - - Canada



FIRE-PROOF GLASS WINDOWS.

They give absolute security—resisting intense fire heat, as well as the action of water.

Arranged to open with this "fusible link" attachment, they close and lock automatically if a fire occurs—150° melts the link—thus giving complete and perfect protection.

This "wired glass" admits the light as freely as plain glass—is rather ornamental in effect, and greatly lessens insurance rates.

Full information if you write

METALLIC ROOFING CO.,
Wholesale Mfrs. **LIMITED,**
TORONTO, CANADA.

CORRUGATED IRON

Galvanized, Rust Proof Made from very finest sheets, absolutely free from defects.

Each sheet is pressed, not rolled, corrugations therefore fit accurately without waste. Any desired size or gauge, straight or curved.

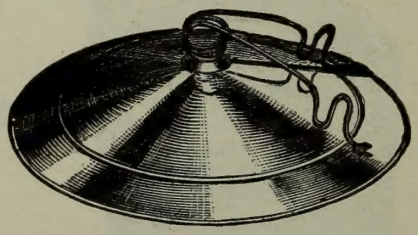
LOW PRICES—PROMPT SHIPMENT

Metallic Roofing Co., LIMITED
Manufacturers
TORONTO & WINNIPEG
(47)

The Metallic Roofing Co., Limited, Toronto & Winnipeg.

KEMP'S ADJUSTABLE POT COVERS

Will fit any pot or saucepan from 9¾ to 11¼ inches in diameter.



An indispensable kitchen utensil. Always of use and never idle, so be sure and have them in stock.

Price on application

Manufactured by

Kemp Manufacturing Co.

TORONTO, - CANADA

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

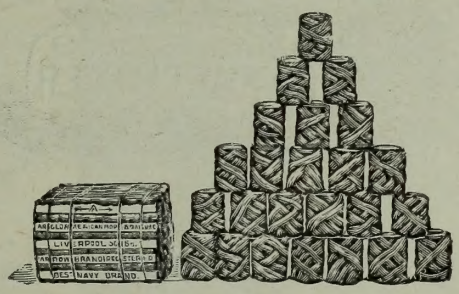
OAKUM

We have just received one of the largest shipments of

PLUMBERS' OAKUM

ever entered in Canada. We can name you a better price than you can get elsewhere.

If you are in need of any, inquire and state the largest quantity you could handle. We know that we will make the price satisfactory.



We also stock other grades of **OAKUM** besides **PLUMBERS'**, such as

NAVY, U.S. NAVY, BEST ENGLISH NEW HEMP

The quality of the **OAKUM** that we supply is fully up to Standard.



Lewis Bros., Limited

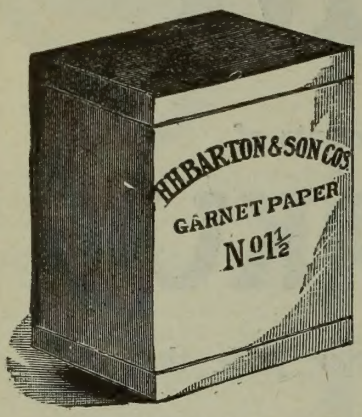
Importers and Distributors

Montreal

Ottawa **Toronto** **Calgary** **Vancouver**

GARNET PAPER

Should be tough, pliable and not liable to crack



BARTON'S
Garnet Paper in Reams

H. H. Barton's Best American has all these qualities and is considered by the leading manufacturing concerns as the best.

Cuts faster than sand paper.

Sell the Best



In Rolls

24-30-36-40-42-46
inches

Garnet Cloth

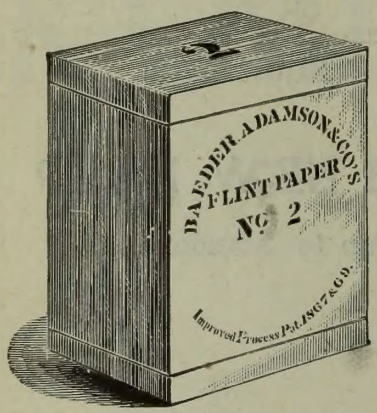
In rolls
14-inch

Sand Paper

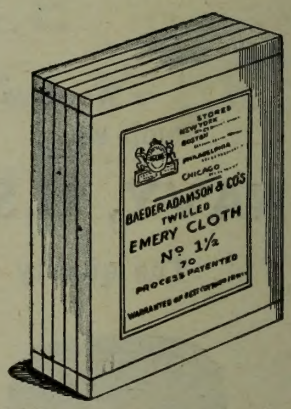
Star in Sheets $8\frac{3}{4}$x$10\frac{1}{2}$"
Baeder & Adamson, in sheets 9x11"

Emery Cloth

Atlas Improved, in sheets $8\frac{1}{2}$x$11\frac{1}{2}$"
Baeder & Adamson, in sheets 9x11"



B. & A.
Flint Paper in Reams



Write for Prices

Our large stock is complete and we can insure prompt delivery.

See our Catalogue **Send us a trial order**

FROTHINGHAM & WORKMAN, Ltd.
Wholesale Hardware and Iron Merchants
Montreal : : : : : **Canada**

Here is a Device

that will increase your sales of padlocks.

It is a highly finished hardwood case, 12 x 24 in., and forms both a display board and stock case. The board exhibits 20 well-known "Miller" Padlocks in five rows, all the locks in each row selling at the same price. These prices range from 15 to 75 cents each. Behind the display board the space is large enough to contain the stock of locks.

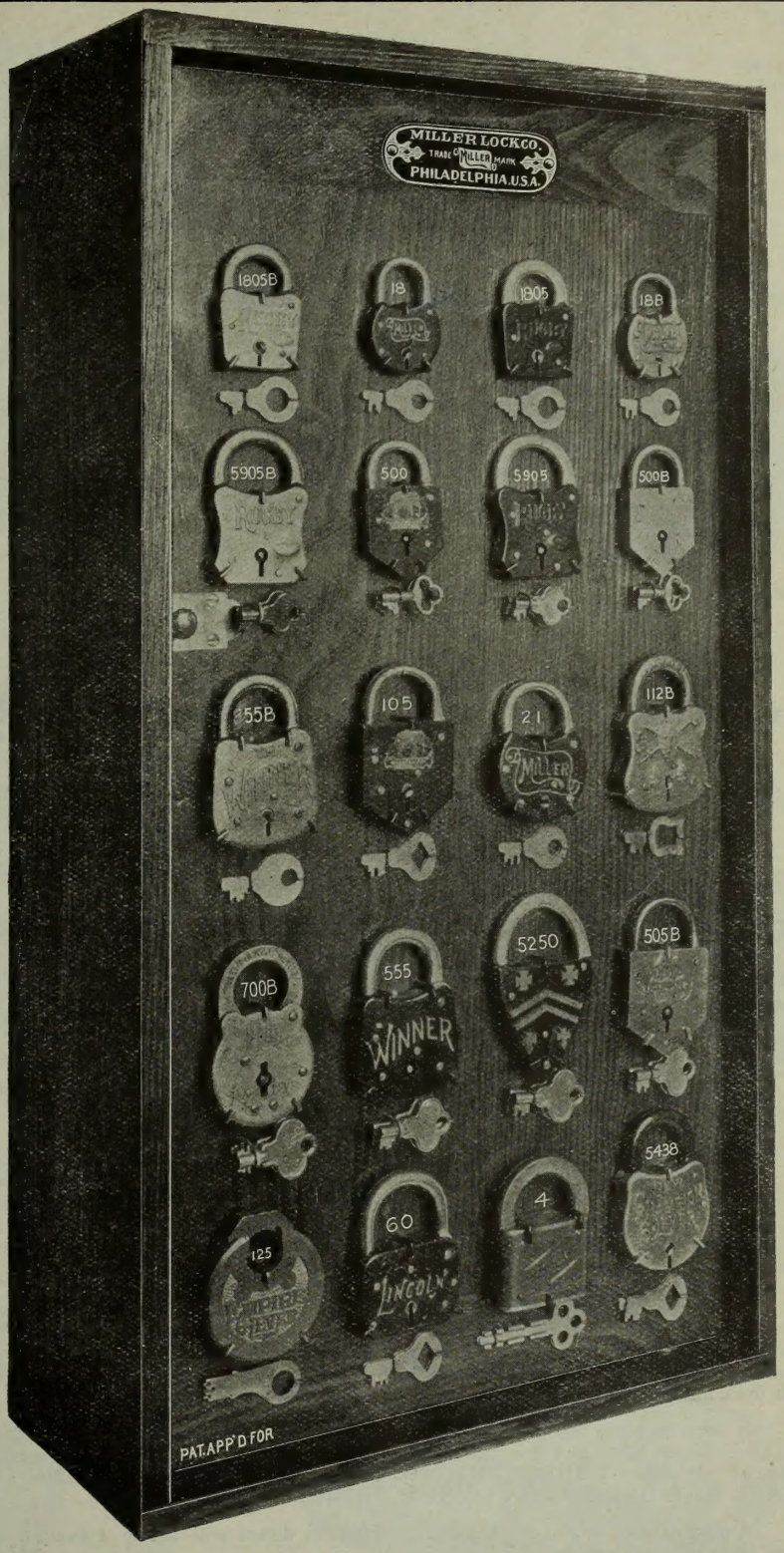
Two assortments are put up in this way. Each assortment contains the same locks but in different quantities.

No. 1000 assortment contains 12 dozen "Miller" Padlocks.

No. 1001 assortment contains 6 dozen "Miller" Padlocks.

This case will sell padlocks for you. It contains a full line in a compact space, giving you all the variety you require. Try one of these cases. We can fill up the case again whenever any line is sold out.

This case is patented and is the only one of the kind on the market.



Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA, 111 Sparks Street, QUEBEC. FRASERVILLE.

COPPER

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Every Little Bit Helps!!

Mr. Hardware Man,—Don't you often find that the "little sales" of the day are a big feature in the day's receipts and are often the lever to larger sales?

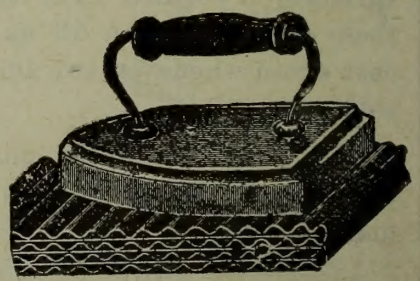
The Kaiser Wax Pad and Iron Cleaner

is a "little thing"—retails at 10 cent—but it is a household necessity, something entirely new on the market, a quick and big seller, with a good profit.

Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high-grade finish, equal to first-class laundries. She of course asks the dealer for advice—in return he offers her the common wax—She knows it is impossible to do good work with the common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—THERE SHE IS SURE TO DO HER BUYING—AND LEAVE HER ORDER FOR OTHER THINGS.

A post card to any of our Canadian agents or direct will bring a sample of this great little business getter.



PATENT APPLIED FOR.

500 Circulars Packed in Each Gross.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

Dept. 54

Manufacturers' Agents calling on Hardware trade wanted in all unrepresented distributing centres of Canada.

Canadian Agents:—Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B.C.
R. Grenier & Cie., 130 Rue Du Pont, Quebec.
R. F. Westhaver & Co., 132 Hollis St., Halifax, N.S.

H. S. HOWLAND, SONS & CO. LIMITED

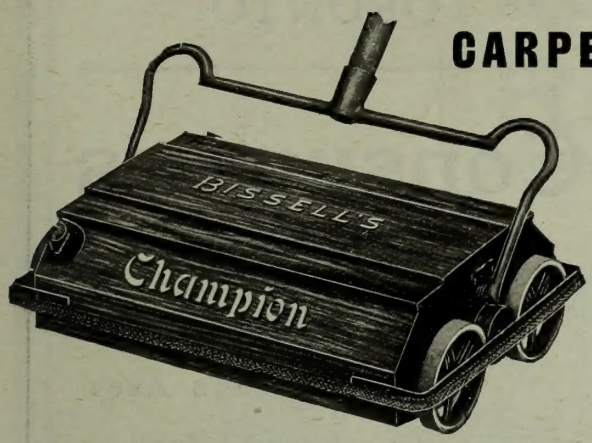
HARDWARE MERCHANTS

Only Wholesale

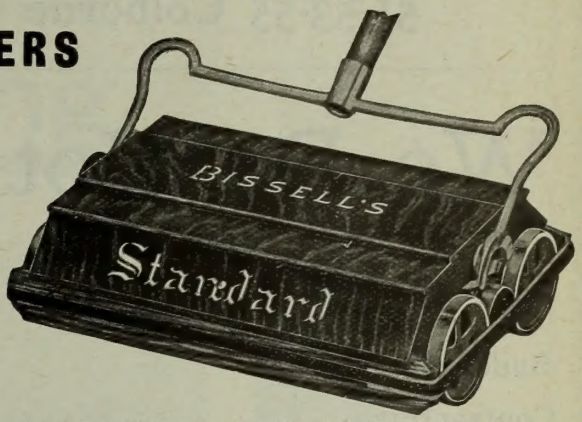
Wholesale Only

138-140 WEST FRONT STREET, TORONTO.

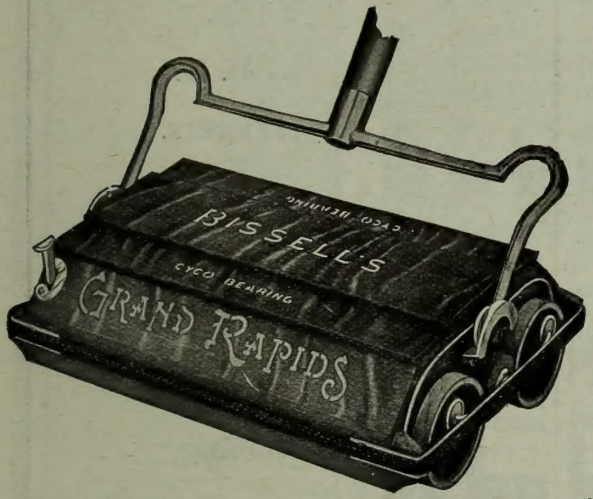
CARPET SWEEPERS



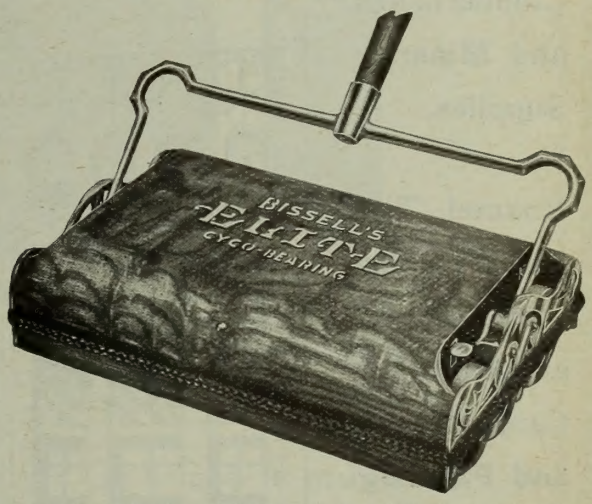
It has pure bristle brush, and is self-adjusting to all grades of carpets; has Reversible Bail Spring and one of the best Automatic Dumping Devices, which dumps each pan separately.



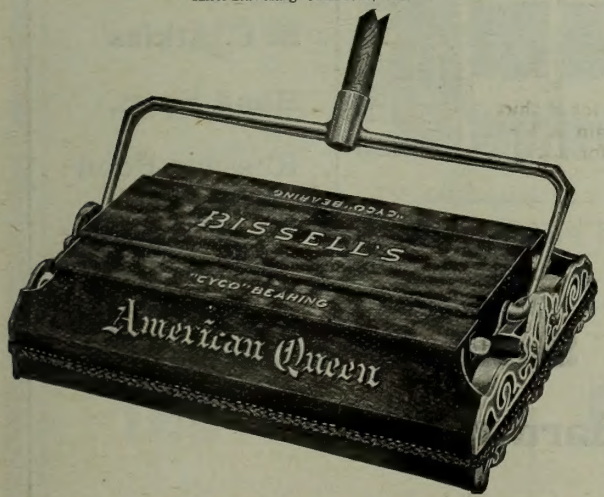
This sweeper is the original "Grand Rapids" without "Cyco" Bearings and is one of the strongest and most durable of all the Bissell patterns.



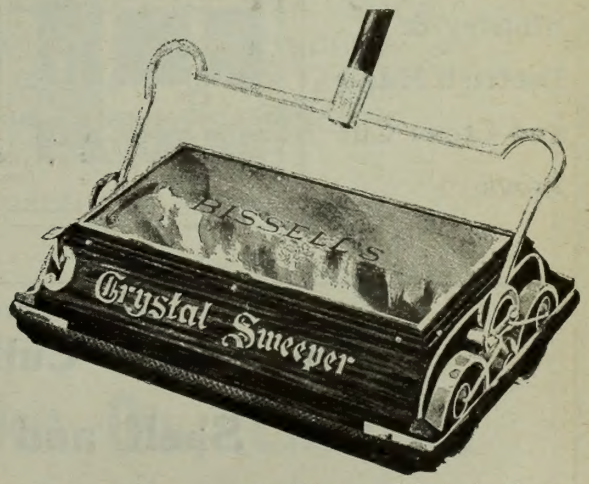
The "Grand Rapids" contains all the latest patented improvements such as "Cyco" Bearings, Dust Proof Axle Tubes Anti-Raveling Collector, etc.



Finished in four beautifully figured veneers, distinctive design; oval case; bail and metal end of special design; full nickel; piano polish finish.



Finished in imported figured Mahogany and Circassian Walnut, piano polish finish, full nickel trimmings.



The case of this sweeper is solid Mahogany and the top is of heavy bevelled plate glass; the brush is made of a combination of black and white bristles, so that it can be easily seen when revolving rapidly.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto

Our Prices Are Right

THE KENNEDY HARDWARE COMPANY

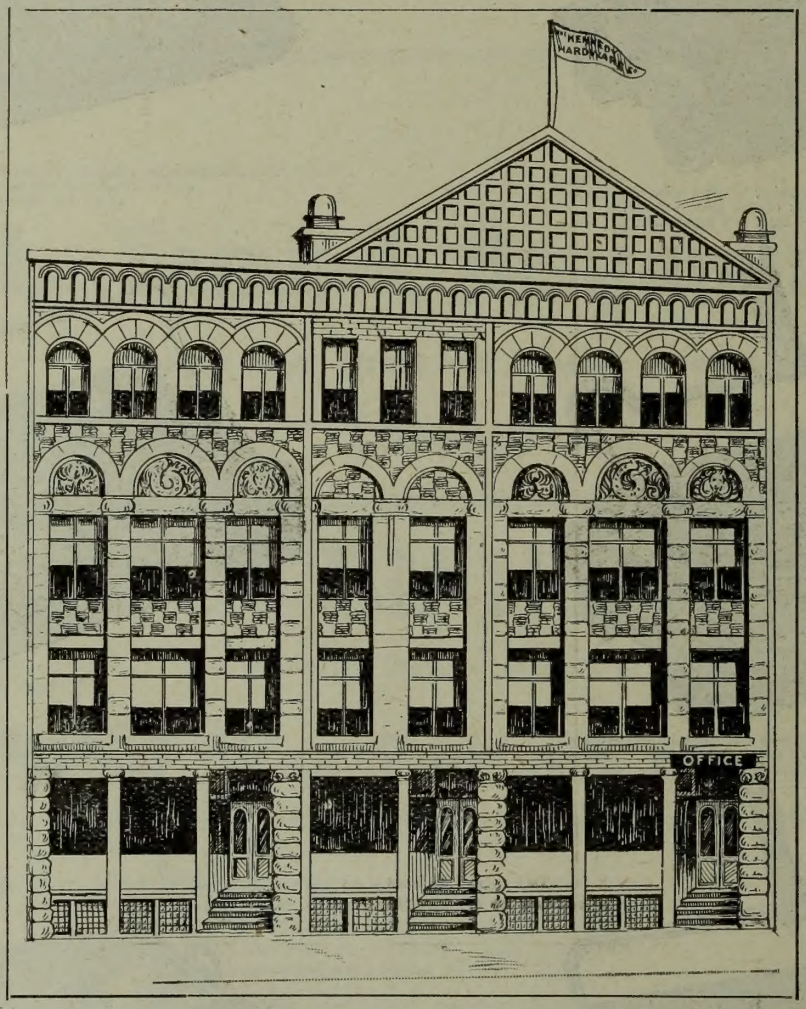
LIMITED

51-53-55 Colborne Street, - TORONTO

We Do Not Sell Consumers

We sell Builders', Contractors', Lumbermen's and Miners' Supplies.

Enamel, Tin and Woodenware, Glass and Putty, Carpenters' and Farming Tools. Shurley & Dietrich Hand and Cross Cut Saws



We are Agents for Dunn's Axes and Edged Tools.

49 B. D. Hangers.

47-11 Razors, Razor Strops and Hones, Vulcanite Roofing, Kanda Polish, E. C. Atkins' Hand Saws, Russwin Food Choppers.

Large Stock Cutlery and Sporting Goods

Shelf and Heavy Hardware

All Orders Shipped same Day as Received.

We Want Your Mail Orders.

Eclipse Roofing







A large factory covered with Eclipse Roofing.

¶ Eclipse Roofing is a high quality, water proof and odorless roofing. It is adapted to all kinds of roofs and will resist the severest weather.

¶ It is made of a composition which renders it tough and durable. It will resist acids and is an excellent protection from fire.

¶ Every dealer should carry a stock in hand. Eclipse Roofing is very popular on account of its good qualities, not the least of which is the ease with which it can be laid.

Why not get your share of the profits to be obtained by the sale of Eclipse Roofing?

Send for samples and descriptive circulars.

The Canadian Fairbanks Co., Limited

Montreal

St. John, N.B. **Toronto** **Winnipeg** **Calgary** **Vancouver**

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand

Registered



Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

Hamilton, Ontario

Leave the Money in the Country Wherein You Expect to Make Yours

Keen Buyers



of Horse Clipping Machines

BUY THE BEST MACHINES. IT'S MERELY A MATTER OF BUSINESS—NOT SENTIMENT

It really makes no difference to the hardware dealer where the machine was made. He is in business to sell ***good*** goods—goods that satisfy customers and bring more business. The merit of a machine lies in what it will do—how long it will last—and how much it costs.

ON THE STRENGTH OF ITS MERITS

Stewart Horse Clipping Machines

are being used by horse-owners and sold by dealers in every civilized country on the globe.

One concern pilfered the idea on our Stewart No. 1. Of course, it was rather a clumsy adaption, but it was visible acknowledgment of Stewart superiority. The "counterfeit" machine resembles the Stewart in appearance—but the similarity ends right there. They couldn't steal the manufacturing process, because it may be imitated, but it is ***not*** equaled. Again, the Stewart has gears made of cut steel made file hard—not mere cast steel.

We fit the Stewart No. 1 with plenty of high grade flexible shaft and equip it with the famous Stewart tension one-nut clipping knife. We guarantee it to please the user better than any other machine made, or it can be returned to us at our expense and money will be refunded.

Send for details of our plan which helps dealers sell more horse clipping machines and which includes individual advertising.

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Avenue, CHICAGO



No. 60

No. 60 Breast Drill

Manufactured by

Ryall Tool Company, Montreal, Canada

RYALL TOOL CO. Breast Drill is carefully designed and proportioned, durable, easy working and strong.

FRAME—Finished in black and yellow enamel.

HANDLES—Polished Hardwood.

BREAST PLATE—Adjustable to any position.

GEARS—All gear teeth cut from solid metal, and the small pinions from rolled steel bars. Double gears equalize the bearing.

CHUCK—Nickel-plated, three-jawed chuck with knurled sleeve, holding round straight shank drills No. 0-½ in. in diameter.

LEVEL—Enables the drill to be held true. It is set in solid iron where it can be seen while in use, and is protected from all but intentional injury.

SPEEDS—Two speeds, one approximately three times faster than the other; readily changed to fast or slow by turning the knurled nut on the frame marked "F" and "S", at the same time turning the large gear slowly so the clutch may drop in.

SPINDLE—Runs in case-hardened, anti-friction cone bearing.

Length:—16 inches over all. Weight:—61 lbs. per dozen.
Packed one drill only in a linen reinforced cardboard box.

Write for Catalogue

Decatur, Bull & Co., MONTREAL CANADA

Selling Agents



Established 1840

See This Basket!

Light, Neat, Strong and Durable

These are some of the characteristics of our splendidly made willow clothes baskets. They sell well, wear well and look well, which accounts for us receiving constantly so many repeat orders. If you are not carrying these baskets in stock you are neglecting one of the most important money-making and trade-building opportunities. They give satisfaction.

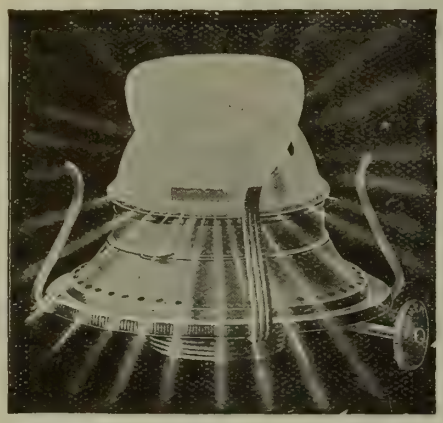
Buy from the Makers

H. W. NELSON & CO., Limited

TORONTO ONTARIO

BANNER
TRADE MARK.

Bright Buyers Buy "Bing" Burners



1/3 More Light
1/3 Less Oil

The fundamental feature of "Bing" Burners is the Glass Cone, which does not obstruct the useful light.

The Cone, being in two pieces, allows for the expansion of glass when heated, and, being merely slipped into a brass band, is easily taken out to admit the new cone when necessary.

ASK YOUR JOBBER ABOUT THEM.

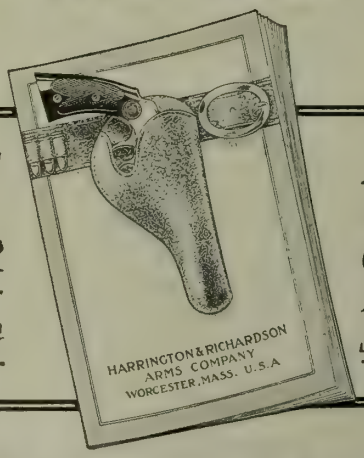
Ontario Lantern & Lamp Co., Limited

Hamilton, - Ontario

This Advertisement

REVOLVERS **H & R** SINGLE GUNS

TRADE MARK H&R ARMS CO. TRADE MARK H&R ARMS CO.



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY
Park Ave., Worcester, Mass.

Has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers—in their own homes.

Your Store

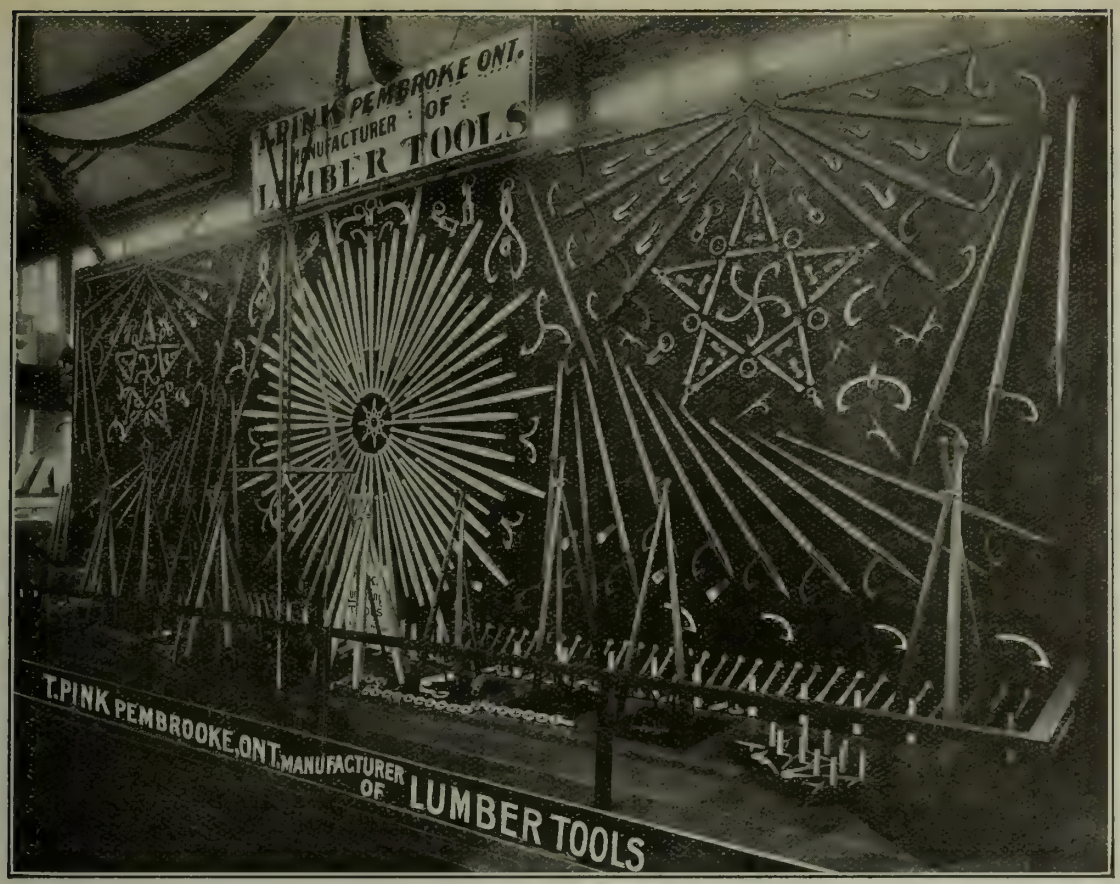
is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

Harrington & Richardson Arms Co.

615 Park Ave., Worcester, Mass.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

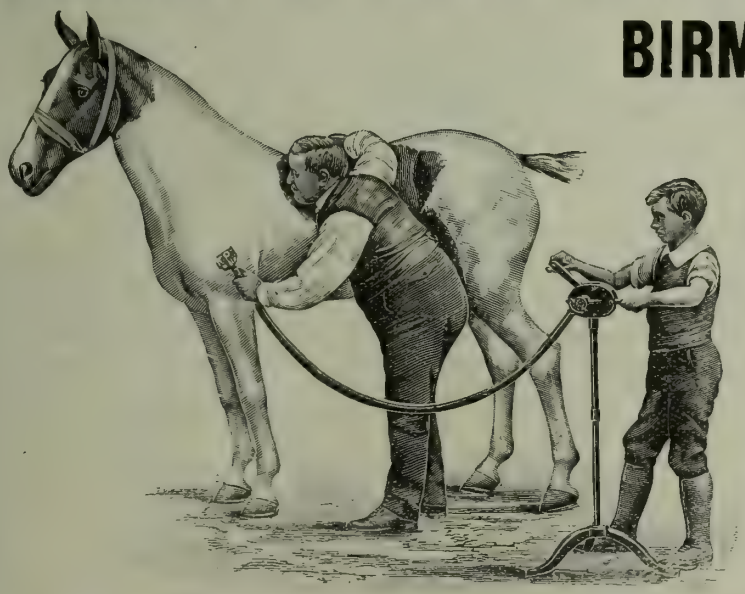
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

BURMAN & SONS LIMITED

BIRMINGHAM, ENGLAND



Manufacturers of the best KNOWN CLIPPERS IN THE WORLD.

BOWN'S Newmarket Clipper is made solely by us. This Clipper has enjoyed the highest reputation throughout the world for THIRTY YEARS. It brings REPEAT ORDERS wherever sold. Supplied in strong cardboard box with leather bag.

THE "GRAND" CLIPPER (Ball bearing) is the only genuine BALL BEARING clipper produced to-day, fitted with black ebonized handle and nickel plated. A STRONG SELLER.

THE "HANDICAP" is a lower priced CLIPPER but its quality is high. It is a centre adjustment Clipper of very simple construction and is in great demand in all the Colonies. It is a STANDARD IN CANADA.

These are three of our most popular LINES. LET US SEND CATALOGUE.

NO. 17 POWER CLIPPER STANDS ALONE. The PHENOMENAL SUCCESS of this POWER CLIPPER is undoubtedly due to the excellence of the patent CLIPPING HEAD: its wonderful cutting QUALITIES: its anti-FRICTIONAL design and ITS PERFECT BALANCE and at the same time it runs lightly and EASILY. The gearing that runs the machine is in a DUST PROOF GEAR BOX and it sells on sight. BURMAN NO. 17 Clipper weighs only 35 pounds packed: size 26 x 11 x 8 inches.

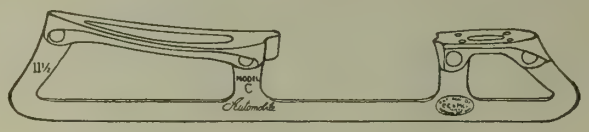
THE GOODS GIVE PROFIT TO YOU AND SATISFACTION TO THE CUSTOMER

B. & S. H. THOMPSON & CO., Ltd., St. Paul Street, MONTREAL

SOLE CANADIAN AGENTS

They've Made Good

Our line of skates have turned out to be the largest sellers of the season, and justly so, for we believe there are no skates on the market so good in appearance, strong in wearing qualities or fine in finish.



We have advertised heavily our aluminum top "Automobile" Skate, Model "C." It is a unique and an exclusive line that has caught on. Our Model "B" steel top "Automobile" Skate takes the first rank in its particular class—Positively the very best on the market.

The other lines are equally good and as far ahead of their competitors as Model "C" and Model "A."

Place orders for next year to-day—we will guarantee a strenuous advertising campaign.

A special line of Hockey Sticks, Pucks, Straps, Skate Grinding Corundum-Wheels and Skate Accessories.

We have what we believe to be the best line of Hockey Sticks sold anywhere. Manufactured by one of Canada's best makers and at prices to introduce below any other on the market.

The C. C. & M. Skate Line

These are the retail prices of the skates:

"Automobile," Model "C" Aluminum tops, nickel steel blades, both round and pointed toes	$5 00
"Automobile," Model "B" Steel tops, plated and polished, nickel steel blades, round toes	4 00
"Automobile," Model "A" Steel tops, plated and polished, nickel steel blades, made with and without puck stops	3 50
Ladies' Auto A very light and dainty model made specially for ladies, in sizes 9, 9½ and 10 only	2 50
Cycle 25 A high-grade double-end skate, with whitened steel tops and laminated and tempered steel blades, highly polished and plated	2 50
Cycle 5 Whitened steel tops, flanged, curved runners of laminated and tempered steel, highly plated and polished	2 00
Cycle 15 A high-grade single-end skate, with laminated and tempered blade, whitened steel tops	1 50
Arctic Special This is a new double-end model, with blade of high-grade untempered steel, same design as Cycle 25, divided foot and heel plated of whitened steel, strong and of fine appearance	1 50
Yukon Whitened tops, single-end, blades of high-grade untempered steel, well finished	1 25
Klondike Curved blades of high-grade untempered steel, highly plated and polished, whitened steel tops	1 25
Model 20B Same blade and top as "Yukon" and same material, but not nickel-plated	75

Write for next season prices.

We solicit inquiries from the best dealers where we are not represented.

Canada Cycle & Motor Co., Ltd.

Toronto, Winnipeg, Vancouver

CORN AND BEAN PLANTERS

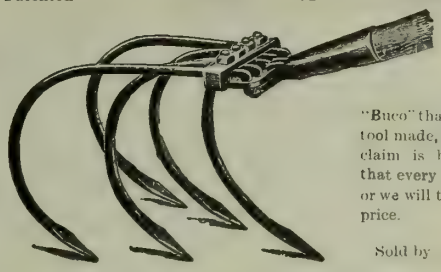


King of the Field, the best hand planter made. Triumph, the cheapest good planter.
Step Ladders. Curtain Stretchers. Folding Ironing Boards. Folding Clothes Bars.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE - - ONTARIO

The "BUCO" Garden Cultivator

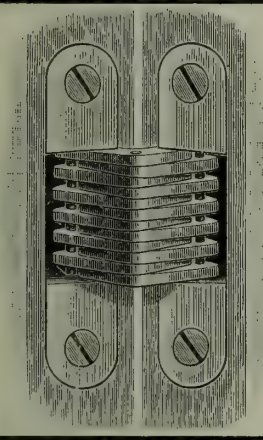
Patented **HANDLE 4½ FT. LONG**



We claim a person can do more weed killing and cultivating the two essentials in growing things with a "Buco" than with any other hand tool made, and do it easily. Our claim is backed by a guarantee that every one tried will prove it, or we will take it back and refund price.

Sold by Hardware Jobbers.

Manufactured only by
BAILEY-UNDERWOOD CO., LTD.
NEW GLASGOW, N.S.



A Long Felt Want Met
BY THE
SOSS INVISIBLE HINGE

There is practically no limit for the use of these Hinges. With the use of a few tools, which are offered to the trade, the Soss Invisible can be accurately mounted with less care than an ordinary hinge. It is stronger than any other hinge of its size or weight. Used on book-cases, wardrobes, china cabinets, ladies' desks, lockers, pianos, etc.

Send for illustrated booklet

The Soss Invisible Hinge Co.
Limited
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Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
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Reliable Fittings

are found in the

Diamond Brand

Steam and gas fitters find that there are no sand holes in these goods, that in the matter of threading, accuracy and material they are always dependable.



WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, - CANADA

RODGERS' Cutlery and Plate

NONE GENUINE unless bearing the TRADE MARK



James Hutton & Company
Montreal
Sole Agents for Canada

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc, on application.

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ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

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SARNIA, ONTARIO

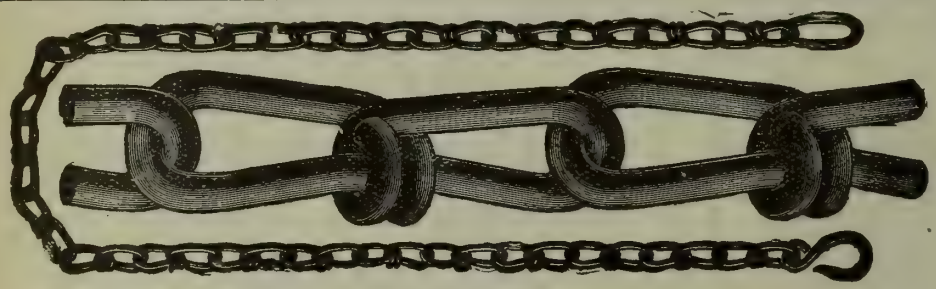


COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

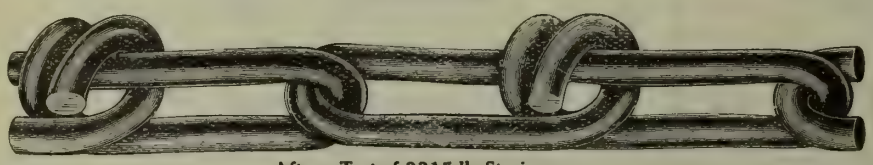
EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

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NEW PROCESS
Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

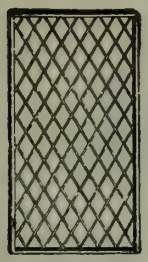
The B. Greening Wire Co., Ltd.
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We want Structural Steel salesmen. Retailers, who will push our product with the local building trade. No need to "stock up." Confidence in Structural Steel and a desire to infuse that confidence into your local builders. That's all you need. Structural Steel merits your strongest recommendation. This is your opportunity to make Structural Steel a paying proposition. Every building plan promises an order. Write us to-day for further particulars.

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"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

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All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

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MONTREAL TORONTO WINNIPEG

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:
Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexibility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.



Manufactured by the
ACME STEEL GOODS CO., A good line for hardware jobbers and dealers
CHICAGO—2834-40 Archer Ave. NEW YORK—28 Elm Street.

A good profit to the dealer in handling our lines of

Tents, Awnings Tarpaulins, Sails Flags, etc.

WRITE FOR PRICES AND NEW CATALOGUE COMING OUT

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93 Commissioners St., Montreal

WIRE

We make all kinds—for all purposes

Galvanized Coiled Spring Fencing
Barb Wire Fence Staples
Wire Nails Wood Screws
Wire Barrel Hoops
Field Fencing, Strand Wire, Bale Ties, Bright Wire Goods, etc., etc.

Our facilities for shipping in "MIXED CAR LOTS" are unexcelled. Some dealers being unable to take into stock a straight car of any one product can take advantage of this by placing their order for a carload containing Barb Wire, Galvanized Wire, Oiled Annealed Wire, Coiled Spring Wire, Fence Staples, Wire Nails, and "Dominion Special" Field Fencing.

Dominion Wire Manufacturing Co., Ltd., Montreal

We wish to assure Hardware Dealers, Clerks, Travellers or Manufacturers who use our "want ad." columns that by using a box number all information given us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser. Moreover, when requested to do so, we will forward replies in *plain envelope*, making it absolutely impossible for even your next door neighbor or fellow clerk to know anything about the advertisement you have inserted.

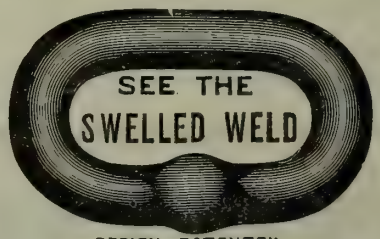
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OUR SWELL



DESIGN PATENTED

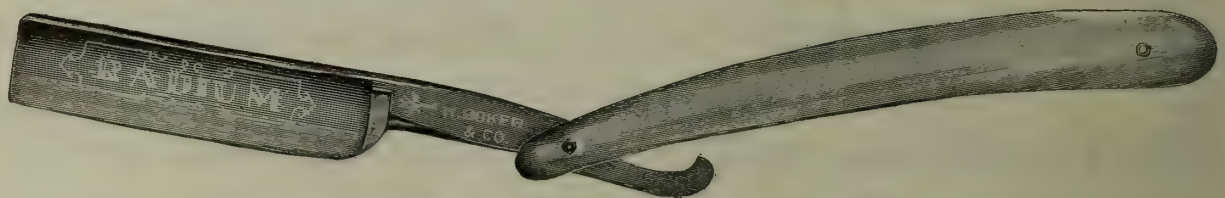
WELD CHAIN

Especially Adapted for

Lumbermen's Loading and Logging Chains

Caution to Purchasers of

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NONE GENUINE WITHOUT THE TRADE MARK TREE

LOOK FOR THIS TRADE MARK



IT IS ON ALL GENUINE BOKER'S RAZORS

Owing to the numerous piracies and imitations of H. Boker & Co.'s Razors, which are being offered to the Trade as Boker's make without the Tree, beware of such! Look for the Trade Mark Tree. Refuse all razors without the Tree as Boker's. It is your assurance—your customer's guarantee. For sale by all Leading Wholesale Hardware Houses.

We Will Have

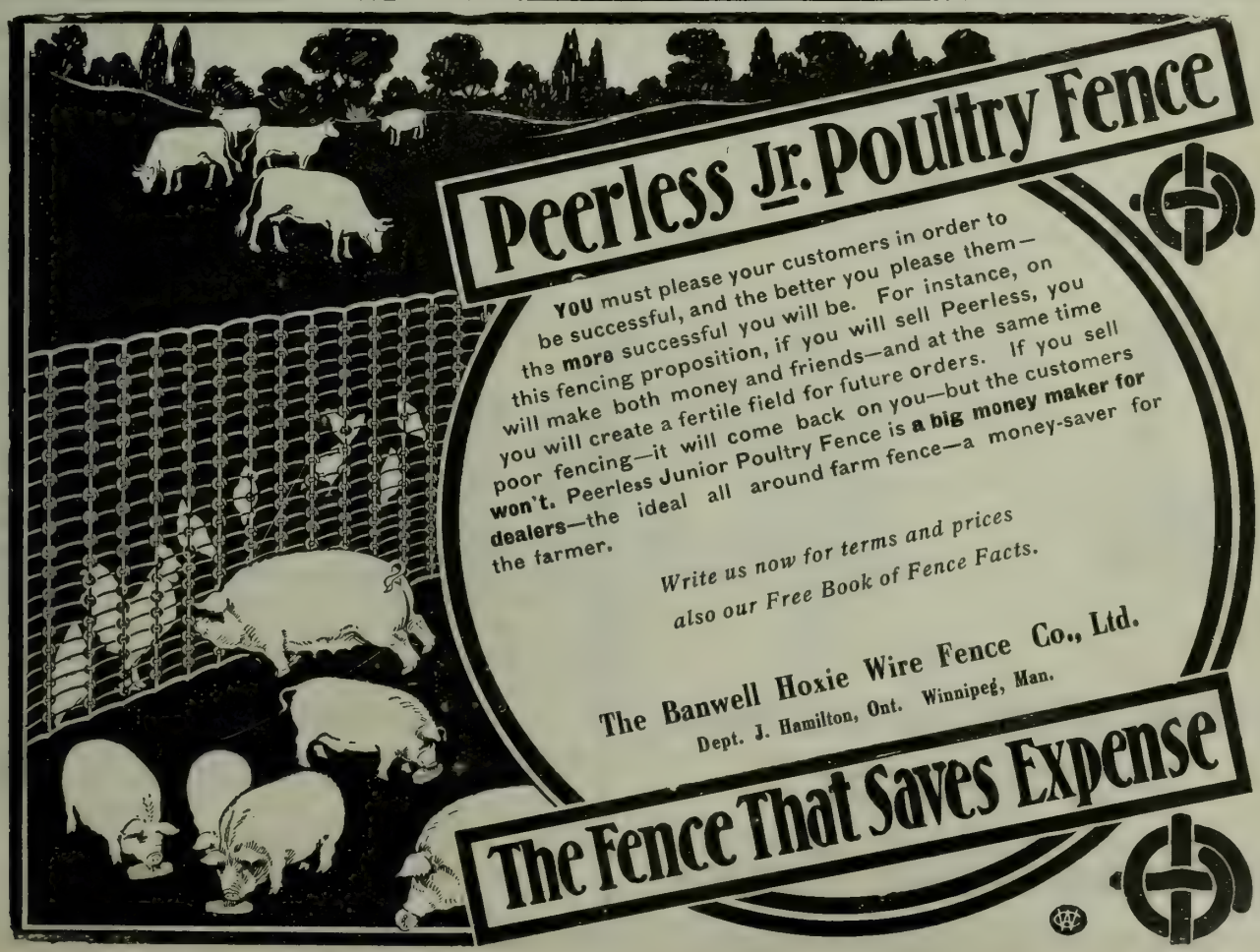
Something Special to Say to the Dealers

Next Month About

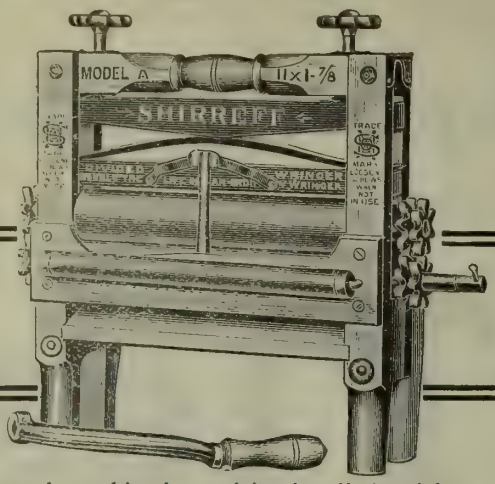
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It will be of Interest to Every-one who Carries CHAINS

Oneida Community, Ltd., Niagara Falls, Ontario



A Selling Argument



that always hits the mark is what distinguishes

SHIRREFF'S DIVIDED WRINGER

from all others. It is the central dividing bar which causes the rubber rollers to wear evenly along their whole surface. This gives them double the life of ordinary wringers, as the rollers of ordinary wringers soon wear out in the centre.

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Limited
Brockville, Ontario

Bone Cutters

This is a favorite size. We make other sizes, from

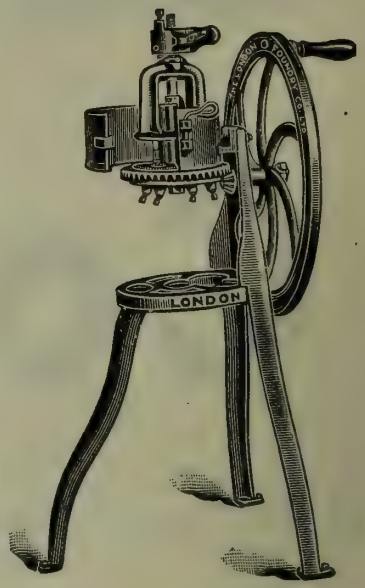
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
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Imperial Standard Scales

Are made in **ALL** styles, for **ALL** purposes and of **ALL** capacities.

For **ACCURACY OF ADJUSTMENT, DURABILITY** and **FINISH** they are unexcelled.



This cut shows platiorm scale equipped with our **PATENT SWIVEL WHEELS** making it possible to turn the Scale easily in any direction within its own length, with all its wheels upon the floor, and no lifting by the operator is necessary.

Any platform Scale of 1000 lbs. capacity or over can be equipped in this way **WITHOUT EXTRA CHARGE.**

Over 400 varieties of Imperial Standard Scales are made by

THE BURROW, STEWART & MILNE Co., Limited

Of Hamilton, Ont. and they make also the well known and reliable

Champion Jewel Scales

Weather and Wear are both defied in the

Dillon Hinge Stay Field Fence



We use nothing but the best No. 9 high carbon, high coiled wire, which makes our fence strong and durable. The hinge-in-the-stay—that is where we have a decided advantage over others. The fence gives at the hinges only. Immediately the weight or strain is removed, the laterals spring back into place—uninjured and unharmed. Try this test with another fence and witness the sad results.

SEND FOR OUR CATALOGUE

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OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
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WE MAKE A COMPLETE LINE



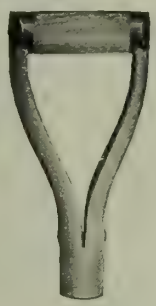
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1st. Grade Shavels, **Bull Dog** Spades, Drain, Ditching Tools.
4th. Grade Shovels, **Fox** Spades.

HOLLOW BACK SOCKET

1st. Grade Shovels, **Moose** Spades, and Scoops.
4th. Grade Shovels, **Black Cat** Spades, and Scoops.

We Make Our



Own "D" Handles

PATENTED



Write for Catalogue

Canadian Shovel and Tool Co., - Hamilton, Canada

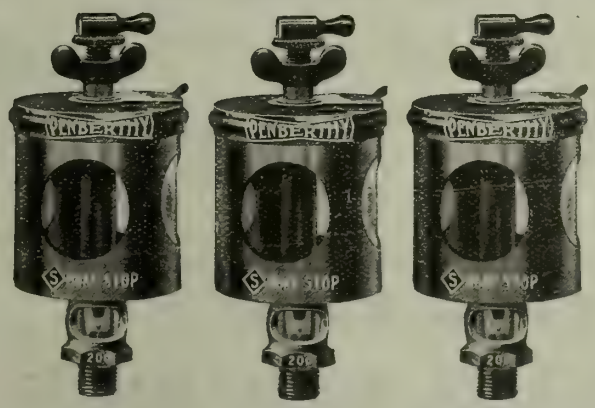
PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

"SHORTSTOP"

MADE WITH BRASS SHELL TO PROTECT GLASS
(SIGHT-FEED)

A GOOD KNOCK-ABOUT OILER

OIL



CUPS

GOOD SALEABLE STOCK **YOUR JOBBER CAN SUPPLY YOU**

Page 42 of our No. 21 Catalog Illustrates this Line

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

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MONTREAL **WINNIPEG**
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Canadian Sales Agents
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The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

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W&B
TRADE MARK

W & B CO
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DIRECTORY OF MANUFACTURERS

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.

BALL BEARINGS

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ELECTRIC DRY BATTERIES.

TRADE MARK



NINE LIVES

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You'll make money in handling them. All standard sizes.

Electrical Specialties, Limited
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FEED COOKERS.



FEED COOKERS

A good line to handle. Write us for full particulars and prices.

James & Reid, Perth, Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

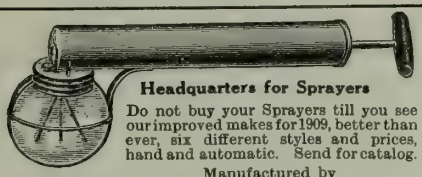
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Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
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Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by
THE COLLINS MFG. CO., TORO O.

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Municipal Supplies
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Plow Castings
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Our connection is with the Wholesale Hardware Trade

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

SNAPS.

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TROY, N.Y.

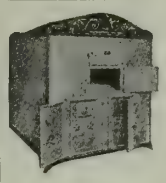
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Halters
Horse Ties
Snaps of all kinds
Jacks

SQUARE COVERT BRAND

Square Brand of Harness Hardware

Look for this Trade Mark on all Genuine Covert Goods

PORTABLE OVENS.



BAKERS' OVENS
Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

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The PARMENTER BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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No Rusting or Leaking

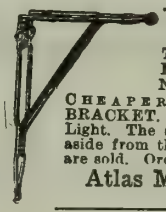


Steel Tanks

Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.

The Steel Trough & Machine Co.
TWEED, ONT. LIMITED

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

TOOLS.

ARMSTRONG UNIVERSAL RATCHET

Two inches of motion at end of handle, in any direction, will drive the drill.



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106 N. Francisco Ave., Chicago, U.S.A.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
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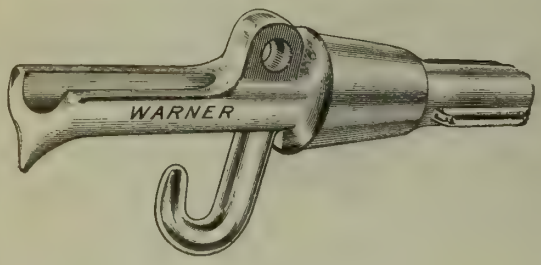
WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

The Warner Sap Spout



Produces More Sap than any other make

"Runs Sap Early and Late"

Strongly made of Malleable Iron—will not break.
No rossing of the trees necessary—no injury to the bark.
The construction gives it a greater sap saving capacity than any other spout.
No wind or weight of sap in the bucket can pull the spout out of the tree.
It does not leak and is easy to insert and just as easy to remove.

Takes a 7/16 Bit

Write for Sample and Prices.

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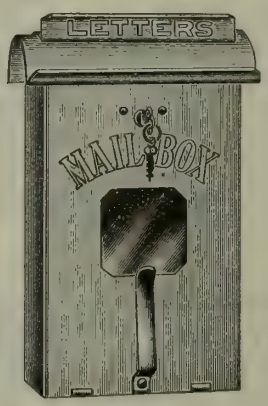
A FULL LINE OF

20TH CENTURY

MAIL BOXES



No. 1



No. 2



No. 3



No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

DISSTON SAWS



In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—all backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—a combination not equalled and which speaks for the utility of the saws.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

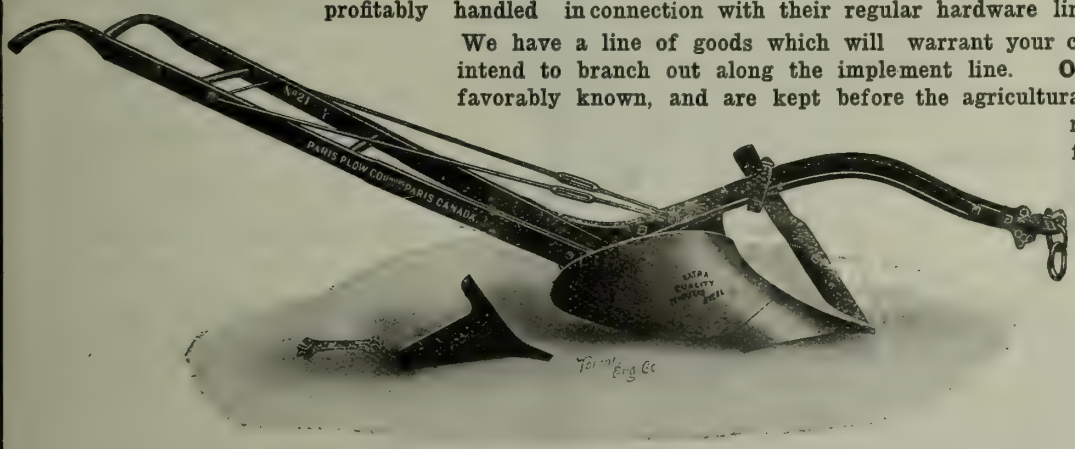
CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. **Our** goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.

We supply the following goods on consignment, freight prepaid:



No. 21. General Purpose Plow

Success Manure Spreaders

Walking Plows of every description

Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. Also supply at 6 months' dating: **"Leader" Scufflers**

Pulpers, Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men. We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*



Hubbell Lamp Guard
No. 5573

Hubbell Lamp Guard

The Greatest Lamp Protection : : : : The Least Light Obstruction

Note the simple screw cap supported on socket, and not on lamp. Intersecting wires are electro welded. Reduce your lamp bill by using Hubbell Guards.

The R. E. T. PRINGLE COMPANY, Limited
WINNIPEG MONTREAL

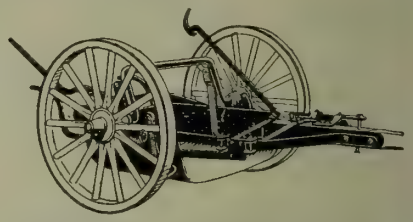


Wheelbarrows
Road Scrapers,
Trucks

For Railway Contractors, Gardeners, Coal Dealers, Cement Workers, both Wooden Tray and Steel Tray.

Wheel and Drag

Of Every Description

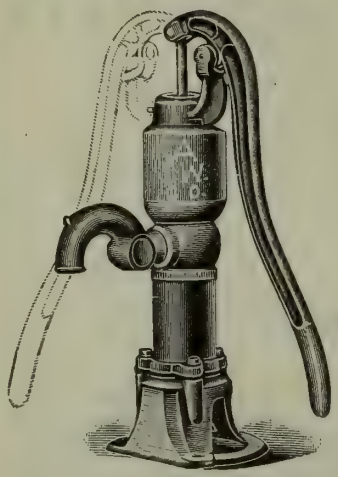


SELLING AGENTS: Alexander Gibb, Montreal; Bissett & Loucks, Winnipeg; John Burns, Vancouver.



THE MEAFORD WHEELBARROW CO., Limited
MEAFORD, - ONTARIO

Aylmer House Lift Pump



This pump is becoming more and more popular all the time. Plumbers and pump men are beginning to realize its value as an A1 Cistern and House Pump—Brass Cylinder and Glass Seat —At a very moderate price.

We can supply all your wants in either **Pumps** or **Scales**, as we have a full line of each. Also Iron Pipe. Beaver adjustable Dies, Pipe Tools, Drive Well Points. Extension and step ladders, etc.,

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AYLMER PUMP AND SCALE CO., Limited
AYLMER, - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

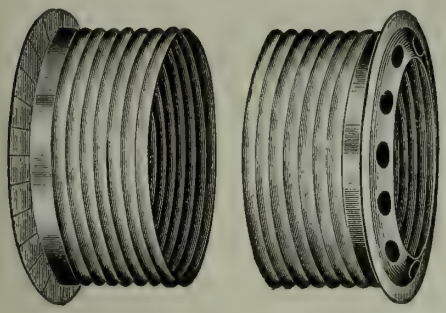


McDougall Pumps

are standard Pumps. This is now well known from Sea to Sea, and if any improvements come up we immediately embody same. Our printers are busy with Catalogue No. 16. Please let us have your name for a copy.

The R. McDOUGALL CO.
LIMITED
GALT, CANADA

O.K. Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

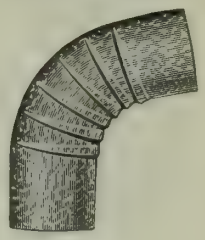
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METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Galvanized Conductor Elbows



PLAIN ROUND
or
CORRUGATED
Made in all angles.



WE ARE HEADQUARTERS FOR

Eavetrough, Conductor Pipe, Ridge Roll, Valley, and all Tinner's Supplies.

E. T. WRIGHT & CO., - HAMILTON, CAN.

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

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White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

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18 Victoria St. - TORONTO
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PURITAN REFRIGERATORS

Medium Priced ***Extra Good Value***

To hardwaremen having a call for a medium grade refrigerator, our Puritan line is recommended. We make them in four sizes, each size being splendid value for the money. They are not offered in competition with the "cheap" lines. Puritans are lined with high grade galvanized sheet steel, which is easy to keep clean, non-rusting, non-corroding. The case is Soft Elm with a handsome Golden Oak finish, ice rack, provision shelves, ends of ice compartment and drain pipe are easily removable. The insulation is perfect and all parts are easily accessible. Puritans are fitted with strong, heavy retaining casters, lever locks and hinges in copper finish. And there are other points described in our catalogue.

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SANDERSON-HAROLD CO., Ltd.
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The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

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By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods, for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 269 pages. Net, $1.00. By Mail, $1.10.

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Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

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Manufacturers, - GALT, Ont.

HOW TO WRITE SIGNS, TICKETS AND POSTERS

BY PAUL N. HASLUCK

Practical handbook for the sign writer, giving concise nformation on the general principles of the craft. Contents are:—Formation of Letters, Steps, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

Price 50 Cents.

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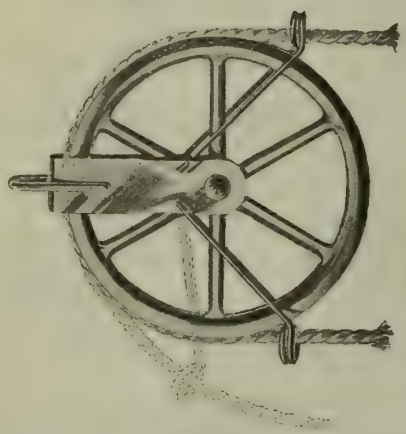
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL



A Child Can Operate the "Rollston Easy" Pulley

It has many decided advantages over other and smaller clothes line pulleys. Its strong features are

LARGE WHEEL. STEEL YOKE. ADJUSTABLE GUARDS. SUSPENDING LINK.

In two years it has won wide recognition and a demand has been created for it in every quarter. Made in two finishes—galvanized and japanned—it is a sure seller and an article that you can successfully push.

Write for terms.

The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

The Cup That Cheers

can be made easily and quickly on the



Hygienic Coffee Percolator

which can be used for tea as well as coffee. The Percolator is furnished with our new Monarch Regulating Lamp, and comes either with or without a tray. This is a decidedly useful and attractive line to stock up with. No greater household convenience.

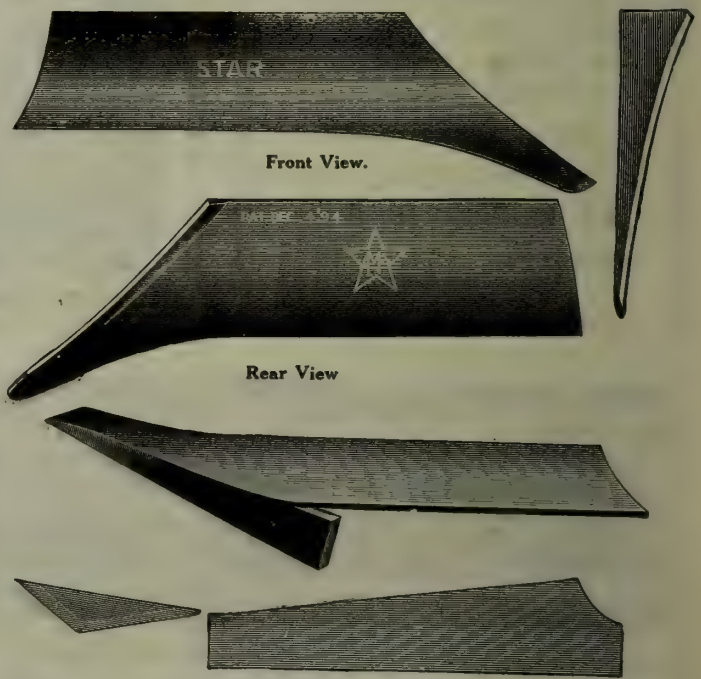
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Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto.

Blacksmiths buy these goods of HARDWARE DEALERS in many cases, and most Hardware Stores carry them to accommodate such trade. The STAR PLOW SHAPE blanks are the kind, which by special pattern and shape, are most attractive to them. See your blacksmith customers, choose your JOBBER from



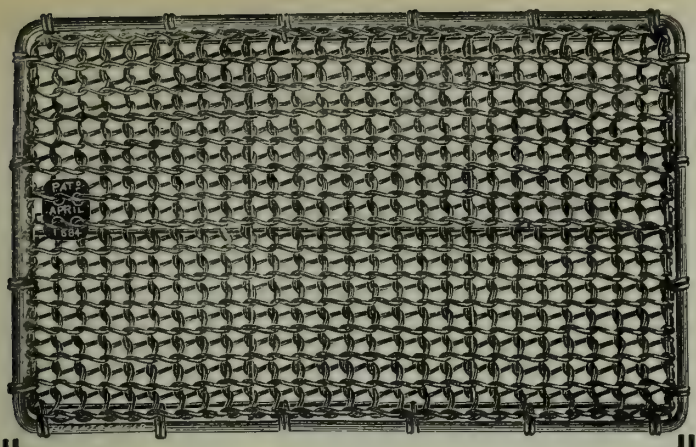
Front View.

Rear View

C. Kloepfer. ....Guelph, Ont.
Jas. Cowan & Co.....London, On.
Wilkinson & Kompass ...Hamilton, Ont.
J. H. Ashdown Hdw. Co .Winnipeg, Man.
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Geo. D. Wood & Co.....Winnipeg, Man.
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Kindly send one of them an order.

STAR MFG. CO., Carpentersville, Ill., U.S.A.



Wire Door Mats

The cleanest, most durable and best sanitary mat made.

Has been on the market for over 20 years.

All sizes and shapes made to order.

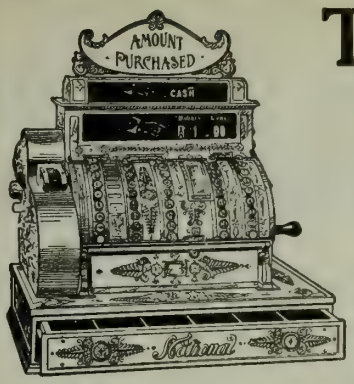
For stock sizes, see catalogue.

REDUCED PRICES

The B. Greening Wire Co.
Limited

Hamilton, Ont. Montreal, Que.

They Pay!







Ask the Man Who Has One !

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

WIRE GLASS



A RELIABLE FIRE RETARDENT

Wire Glass is recommended by all prominent fire engineers and underwriters and is essentially necessary in order to obtain minimum insurance rates. We can supply Wire Glass in all its forms. **Rough, Ribbed, Maze, Muranese, Polished** and **Prismatic.** Insures safety because it stops fire, draft and smoke. TIME and actual service have demonstrated its value.

WRITE FOR PRICES



THE HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses :

WINNIPEG **LONDON** **TORONTO**

Thinking the Thing Out, Working It Out, Trying It Out, Then Pushing It for All It's Worth

That's the McClary "Help-the-Dealer Way"

The Idea Expenditures

When we want to know just what a man can do for us we examine just what he has done for someone else. The same rule of "looking backward" into the personal service of one man applies to the personal service of many men acting as one--a company.

We are pleased to state that because from year to year, since 1847, an ever-increasing number of dealers have realized the advantages to themselves from dealing with us, we have been enabled to become the leader in our field. Handling every item of business, entrusted to our care, on the basis that to be profitable to us it must be a "repeater," we have endeavored, as far as possible, to swing behind every order the utmost of retail selling strength.

Do you know that we spend thousands of dollars annually on tested ideas that you may be the better able to give your customers the Latest, the Surest-Serving, the Most Reliable.

Here are some extracts from the "BRAIN'S RECORD":

¶ "Sunshine" Furnace is one of the few if not the only Canadian Furnace absolutely created in Canada; certainly the only one in Canada, patterns of which were purchased by an American Furnace Company to be used as an American model.

¶ "Famous" Stoves are the only stoves in Canada treated with a secret water-proof blacking, which gives them a perpetual lustre.

¶ The only gas producer power plant operated by a stove or tinware company in Canada is to be found in Chelsea Green with the sign "McClary" over the top of it.

¶ The Duplicate Parts system recently inaugurated in our Foundry is alone in its far-reaching benefits to the trade--so comprehensive that any duplicate part required (no matter how old the pattern) can be attended to on a moment's notice.

¶ "Sunshine" Furnace is the only furnace in Canada in which Special Bond (no water) cement is used in all joints. These are just a few items from the IDEA LEDGER, but they illustrate that in addition to working for our agents, we also do some thinking in regard to their requirements.

Absolutely Our Own

That Thinking Has Produced Labor-Saving Machinery
Quicker Despatch of Goods to You
Money-Saving Features
Quicker Return of Customers to Your Store
Power-Saving Plants
Quicker Growth of Our Capabilities

A Particular Plan

Let no dealer imagine that we are satisfied with our record. Don't misunderstand us; *we are proud of our record but we draw from it greater incentives to "set a new mark."*

This "move-onward" spirit tells us that no success is worthy unless it is perpetual, and that no sale is complete unless it

Secures the necessary profit
Pleases the customer
Advertises itself

An Open Offer

If there is a retailer in this country who believes his business should be bigger and better--paying let us tell him that we are spending over half a million dollars a year for brains--have grouped around us men who know how Stoves, Furnaces, Enamelware ought to be made, men who know how these goods ought to be shipped, men who know how these goods ought to be advertised, men who know how these goods Can Be Sold.

More Power Better Power

Mr. Anxious-To-Get-Along-Retailer: This great organization of activity is yours for the asking--that is, its Experience, its Ripened Judgment, its Sterling Record, its Persistent Goaheadness *is ready to point the Way of Profit to You in Stoves, Furnaces, Enamelware, etc.*

Are you ready to be vaccinated with the McClary Success Germ?

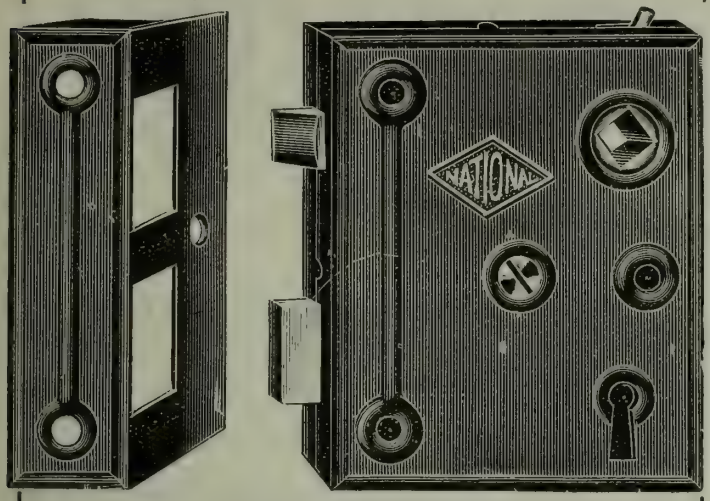
Send in Your Application

So Point No. 2 in favor of a dealer purchasing McClary products is McClary Persistent Application to the Perfection of the Goods.

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

Here's a Good Seller



THIS CUT ILLUSTRATES OUR

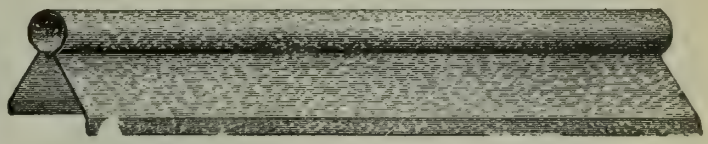
New Steel Rim Lock No. 3800

The only steel rim lock manufactured in Canada. Meets with the enthusiastic approval of builders wherever it is shown. A stock of these locks is an excellent boomster of building trade business.

Ask Your Jobber for It.

NATIONAL HARDWARE CO., LIMITED
ORILLIA ONTARIO CANADA

GALVANIZED RIDGE ROLL



Here is a good money-making building staple!

You can sell it to carpenters and builders, at a price to compete with wood ridge roll.

It is made in 10 ft. lengths on improved automatic machinery, so that perfect uniformity is assured. This ridge requires no wood filler.

PRICE TO THE TRADE—3½C. PER LINEAL FOOT.

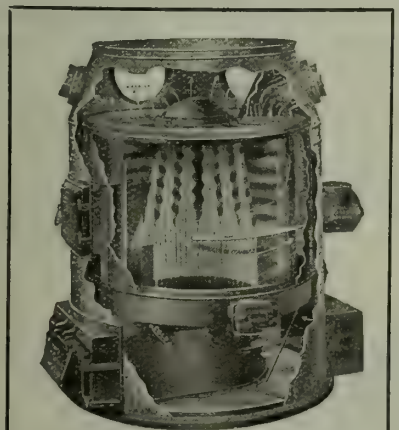
Send us your orders at once and specify the date of delivery required.

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METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

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Clare & Brockest Winnipeg	Ellis & Grogan Calgary	Wm. N. O'Neil & Co. Vancouver



THE KELSEY WARM AIR GENERATOR

Is There a Church or a School in your town with a Poor Heating System?

Are there many hotels, stores and houses in which the occupants are burning too much fuel, and in which the warming and ventilating could be improved? Of course there are!

This business is waiting for you to get after it. You make a double profit both on the apparatus and in the labor of installing it. Then, again, you have a Heating System to offer to the public that does not enter into competition with the ordinary furnace.

Write us regarding our exclusive agency proposition for the Kelsey Warm Air Generator.

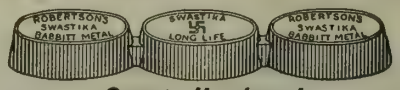
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WINNIPEG, MAN. BROCKVILLE, ONT.

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG  LIFE

Copper Hardened

BABBITT

Copper Hardened

LONG LIFE METALS

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

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Bartlett's

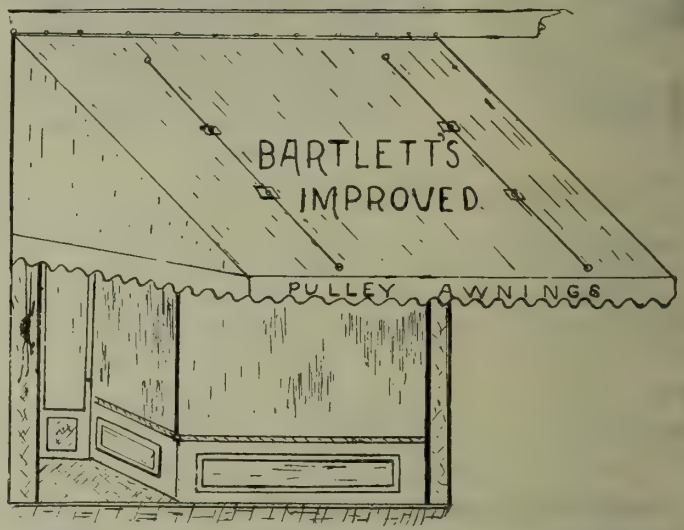
PULLEY AWNING

runs twice as easy as the old style. No lodging of rope. No bundle of cloth. When pulled up all the cloth is flat against the building.

Low Cost.

Send Sizes for Estimate.

WM. BARTLETT & SON, 20 Adelaide St. West TORONTO



Established 1820

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ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prov that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

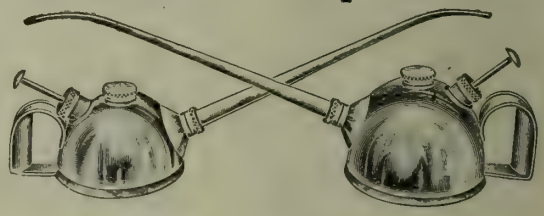
To a BRAINY man of business sense, that settles all argument.

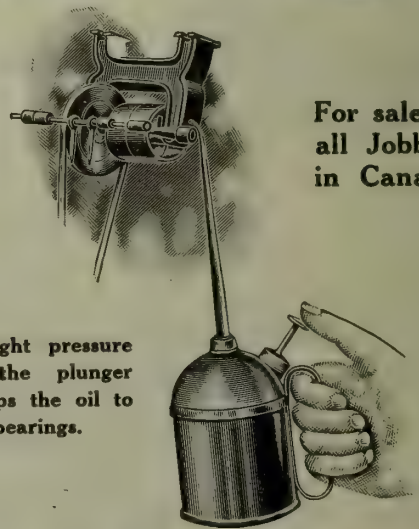
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J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

Howlnds Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

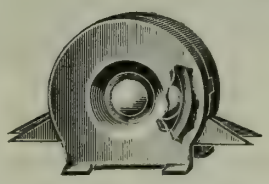
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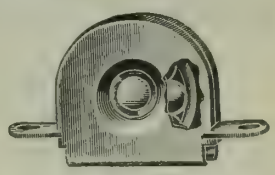
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10 Front St. E., Toronto, Canada

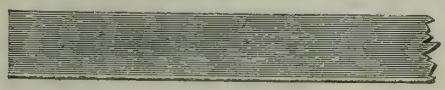
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No. 203



Steel Track No. 204

These Sheaves are steel throughout, the balls are hardened and each one is perfect.

The track is 1-2" x 1-16" Bright Bessemer Steel, the edge specially prepared to insure smooth running.

Hardware stores can sell this line to Contractors, and Builders, to good advantage.

Ask Mr. Jobber for these or write us.

Brass & Steel Goods, Limited

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The Genuine

HANCOCK INSPIRATOR

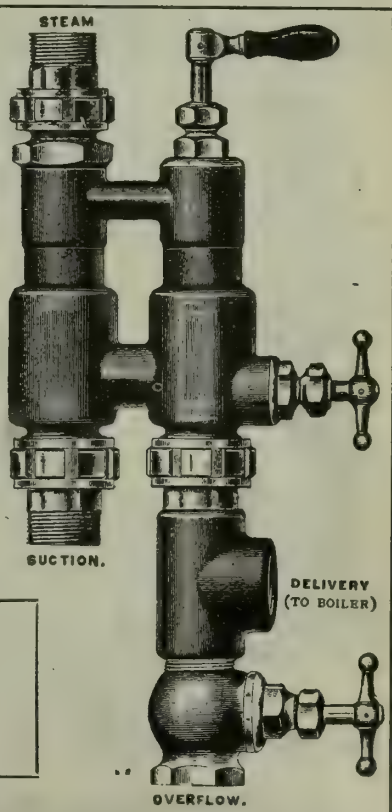
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Many Engineers would not dispense with their Hancock Inspirator for any consideration. This machine has given more general satisfaction for the past twenty years than any other make.

The Hancock Inspirator has two sets of jets, whereas the injector type of boiler feeder has but one set.

No adjustment necessary for varying boiler pressures.

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The GEM EJECTOR

A simple and efficient machine for lifting fluids to an elevated position. Lifts 25 feet. Useful in Dairies for use with whey, milk, etc.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide St. West, Toronto



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

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Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
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Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

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Segment Ground

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Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

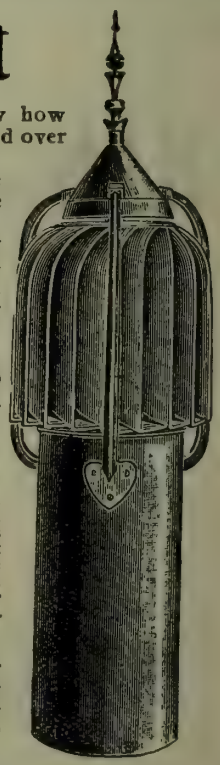
Home Office and Factory, Indianapolis

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

MONTREAL

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
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THE SECRET OF GOOD IRON IS IN THE HEATING.

The good iron problem is solved when you sell our Bars and Bolts. We know that they are right before they leave the mills and you know that there are no flaws in our products.

LONDON ROLLING MILL CO., LTD.
LONDON, CAN. Ⓑ



PAGE WHITE FENCES

Get the Best. Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.

THE PAGE WIRE FENCE CO., LIMITED
Largest fence and gate manufacturers in Canada

WALKERVILLE TORONTO MONTREAL ST. JOHN VANCOUVER VICTORIA 322

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.

NEW BRITAIN, CONN, U.S.A.

Be Sure and Get a Copy of Our Dealers' Catalogue

Besides giving a complete description of our entire line of

"Brantford" "Roofing"

it gives some "sidelights" on the roofing business that are valuable to the dealer. Write us to-day, sure.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

Montreal Branch - - - 327 St. James Street, Montreal, Que.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.



Two Strong Sellers—Everywhere

PRACTICAL DELIVERY WAGON.—Best on the market for Grocers, Butchers, Printers, etc., guaranteed to carry from 500 to 700 lbs. Hardwood body, 36 x 18 x 6 inches, painted red, striped and varnished. Wheels 14 inches, iron spokes and tires, gears made of heavy band steel.

BABY 3-4 GO-CART.—Latest design, drop front. Wood body in green or tan color, upholstered in leatherette, or without upholstering. Leatherette hood, unlined. Iron or rubber tires. Compact, convenient, strong, handsome. You can sell lots of them.



Write for Catalogues "A" and "D"

THE GENDRON
Manufacturing Company, Limited
TORONTO, CANADA

THERE'S MONEY FOR YOU IN

introducing to every woman in your neighborhood the washing machine that takes all the hard, back-breaking work out of wash day. That's

THE "PURITAN"



The roller gear, roller bearings and heavy balance wheel make it run very easily and smoothly. At each revolution the "dolly-board" makes a ¾ turn instead of the ½ turn of other machines, and does twice as much real rubbing. That's why it washes so quickly.

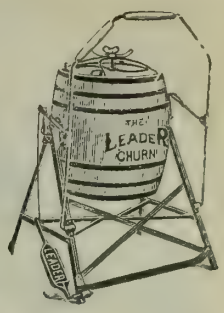
These points make the "PURITAN" a steady seller and a money-maker for you.

Write us for booklet and prices.

DAVID MAXWELL & SONS, ST. MARY'S, ONT.



A Quartette of Quick Sellers

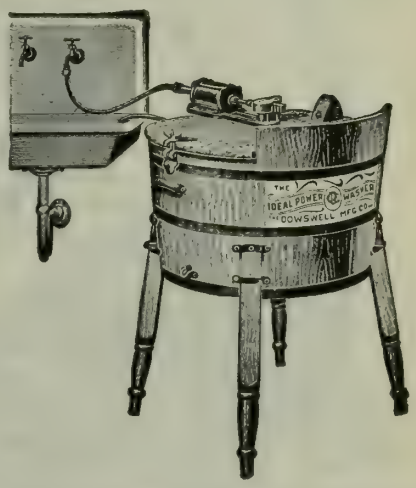


That embody the latest improvements in Home, Laundry and Dairy Helps.

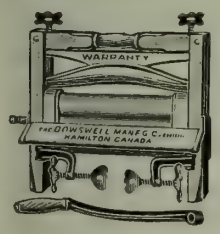
One Quality——————The Highest

a feature of each machine.

You will always find the latest labor saving ideas cleverly expressed in the DOWSWELL Products, whether they are for the heavy work of large institutions or the usual Household.



LOOK FOR OUR LABEL—IT'S YOUR SURETY

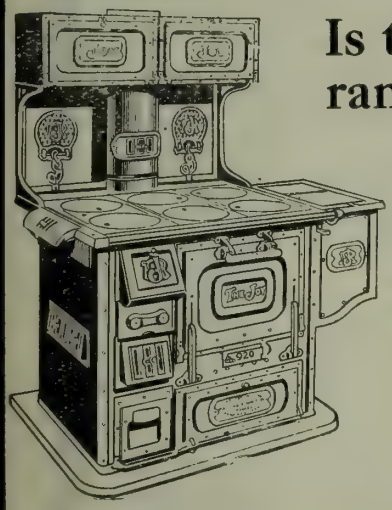


THE Dowswell Mfg. Co., Ltd.

Hamilton

Agents: W. L. Haldimand & Son, Montreal.
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THE JOY MALLEABLE



Is the most perfectly constructed malleable range on the market : : : : :

You'll say so yourself when you have examined it and compared it with other malleable ranges. It is warranted not to warp, crack or break. We are ready to ship promptly these sizes:

No. 8, 18, Square and High Closet
No. 8, 18, Reservoir and High Closet
No. 9, 26, Square and High Closet
No. 9, 26, Reservoir and Closet

Stocks carried in Toronto, Winnipeg and Vancouver

The CANADIAN HEATING & VENTILATING CO.

Owen Sound, Ontario LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.

Amatite ROOFING



"THIS IS THE ROOFING THAT NEEDS NO PAINTING"

THERE was a time when everybody bought roofings that required painting. It was the regular thing to do. In fact there was nothing else to do, for all roofings were "smooth surfaced" and required painting regularly to keep them from deteriorating.

Now there is Amatite, an improvement over painted roofings, having a *real mineral surface* imbedded in pitch — making a kind of flexible concrete.

This mineral surface needs no painting. The waterproofing material, Coal Tar Pitch, is the greatest enemy to water known. It is the base of many waterproof paints. Only in a paint the pitch is diluted and made into a thin film, whereas the At waterproofing is *solid pure Pitch*—two layers of it. It wou'd take something like a dozen coats of pitch paint to equal in thickness that upper sheet of pitch in which the Amatite mineral surface is buried. And under that heavy sheet of pitch is a layer of wool felt and under that another sheet of pitch, just as thick as the outer one. And below them all is another layer of strong felt. That makes two roofs in one.

If the storms wore away the mineral surface and dug through the pitch and destroyed the felt, they would still be only half way through. And if the weather then removed the next sheet of pitch, you would still have left a final layer of felt—nothing more or less than an ordinary smooth surfaced roofing which could keep off the rain very nicely if painted every year or two.



But as a matter of fact, the weather never gets past that mineral surface, securely gripped in its matrix of pitch.

The mineral surface is there to stay. No painting—no bother—no further expenses after the roof is once laid.

We should be glad to send you a free sample of Amatite, and you can see for yourself how much better it is than the smooth surfaced kinds.

Address our nearest office.

The Paterson Manufacturing Co., Ltd.

Toronto Montreal Winnipeg Vancouver St. John, N.B. Halifax, N.S.

Distinct Trading Advantages



¶ Your orders for paints, oils, glass, etc., are not placed on sentiment. When we tell you of the length of time we have been in business and of our recognized reliability we are appealing to your business acumen — not to your sentiment.

¶ Our long experience gives us thorough market knowledge. We know the goods that move and what makes them move. We have seen new lines come and disappear in rapid succession. We know the lines that possess staying power. Experience has taught us what the trade want and when they want it. We have learned where and how to buy to get the best that's going in price and quality.

¶ Our goods have been tried out by **TIME**—and have stood the test. These things create confidence in our reliability.

¶ Just try us with a sample order.

Sanderson Pearcy & Co., Limited

THE OLD AND RELIABLE HOUSE

Wholesale Paints, Oils, Glass, etc., etc.

61-63-65 Adelaide Street West, TORONTO, ONTARIO

I Hope Every Hardwareman In Canada Will Read This

My best customers, my best business friends, and the best representation I could possibly have, are among the hardware and tinsmithing men of Canada. I want those men—men who know well the fair-and-square Pedlar policy—to read here my side of this controversy about the metal roofing situation.



I want those to read it too, who seem to think I am no friend of theirs—judging by some of the comments this excellent journal has printed of late.

Understand that I am going to hit straight from the shoulder—going to talk man-fashion. Some of you may get mad; but most of you will see the sense, the justice, of the Pedlar position.

A few of you good fellows have kicked because you think the metal shingle business is going by your door. Some of you imagine that Pedlar wants to grab a direct trade from the consumer. But listen a minute:

What Would You Do?

You are in business for business. So am I. Put yourself in my place and ask yourself what YOU would do if—

—some hardwareman applied for an exclusive agency for your goods; got it; got a good many dollars' worth of time and samples; and —

—the first time one of my travelers happened in on him, it appeared that he was also the exclusive (?) representative for others in the same line!

Wouldn't that make you eager to find more of the same kind?

Ask yourself again how you'd feel about another Pedlar "agent" who'd send back a few shingles left over from some job—the cost of returning them being more than their value—simply because he didn't feel like carrying any stock.

Wouldn't you be apt to think that an agent who won't carry a stock of the goods he's selling isn't much use to himself or the manufacturer?

Or how would you feel toward the occasional chap who gets me to send a high-priced expert to visit him and figure on a job (that he couldn't estimate accurately), and—

after putting me to that outlay, made in good faith, buys somebody else's goods!

You'd like that right well, wouldn't you? So do I.

Gentlemen, let's try to be fair. Let's try to be sane. Let's have it clear, for once, that the manufacturer isn't any foe to the merchant. He couldn't stay in business sixty days if he started in to be unfair to you.

Those of you who have been growling because you haven't profited enough from the rise in favor of the steel shingle have just one man to blame—

—that man is YOU, yourself. I have tried hard, again and again, to bring you to see the trend of the times—

—tried and tried and tried and TRIED to show you that your best interest lay in carrying the goods the modern builder, the up-to-date farmer, wants and WILL GET.

How Much Did You Sell?

Just about four years ago I printed no less than fifty-two straight talks to you in this journal—one a week for a whole year. For those talks I paid more than five hundred dollars. I was trying to get you to handle my expanded metal lath—

Here Is Some New Light For You On a Vexed Question

—a lath as good as any concern ever made, offered to you at just HALF the price of any like product; a good profit for you in it; the demand was there.

How much of my lath have YOU sold? I sold thousands of dollars' worth of it last year. It's a legitimate line for any LIVE hardwareman. But—

—you wouldn't stock it. Does that require me to scrap my lath machines and quit making it? Not noticeably. If you won't sell it, I will—or somebody not in your line will. Is that anything more than good business sense?

How Can I Show You?

And, last year, I sold a lot of my roofing—a mighty big lot. It's good roofing; it's easy to sell—look how it's advertised! And—

—if you, as a hardwareman, can't see where it's to your profit to stock it and sell it, how do you expect me to show you, any more plainly than I have done?

Perhaps I haven't always chosen my representatives with absolute wisdom. I am not infallible. But ask yourself:

What would you have done, if there was a big market for your product in your locality, and the people who ought to handle it, wouldn't? What would you do?

Just about what I have done, I imagine. Just about what any business man would do.

This is no defiance, gentlemen—far from it. I can't get along half so well without your friendship and co-operation as I can with it. I wouldn't want to if I could.

But I am going to sell my goods. Especially am I going to sell a NEW product of mine—something hitherto unknown to Canada, and certain to sell heavily everywhere.

Will You Come In Now?

The hardware trade are the logical distributors of this new thing. There's a good profit, and reputation, in it for YOU. And you can have the very first chance to get the cream of the business I'll create for you—

—if you speak up now and say you want to! If you won't speak up, please be fair enough not to complain, publicly or privately, later on. That applies, too, to any of you who will start now to handle Pedlar Steel Shingles right.

I will tell you about this new thing in the next issue of this paper. You will be interested, if you have business foresight.

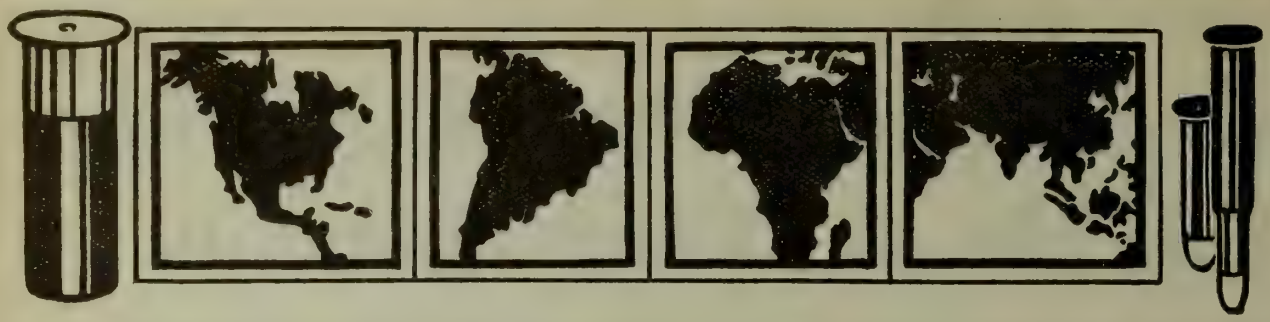
G. A. Pedlar

The Pedlar People of Oshawa

MAKERS OF HIGH-GRADE SHEET-METAL BUILDING MATERIALS

To save you time and money ample stocks of all Pedlar goods are carried in our own warehouses at:

321-3 Craig St., MONTREAL. W. 423 Sussex St., OTTAWA. 11 Colborne St., TORONTO
86 King St., LONDON. 200 King St. W., CHATHAM.



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

ANYTHING
IN

STEEL
OR
WIRE

We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.



UNITED STATES STEEL PRODUCTS
EXPORT CO.
MONTREAL

Hardwaremen and Metal Roofing

The Subject Considered from the Standpoint of Both Manufacturer and Retailer—The Former Should Not Encourage Price-Cutting, While the Latter Must Make a Canvass of His District for Business if he Desires to Hold This Line in the Hardware Trade.

On another page of this issue an important announcement is made by a metal roofing firm who were criticized recently by Hardware and Metal for ignoring the hardware trade and selling to the general public at practically the same prices as were quoted to the retail trade.

We also took issue with this firm with reference to the statements made in their advertisements that anyone with hammer and snips can lay the roofing satisfactorily. We pointed out that this was a very short-sighted policy and militated against both manufacturer and retailer, as one roof improperly laid would be the means of prejudicing a dozen other sales in the immediate neighborhood against metal roofing.

No reply has as yet been made to the second point, but the first question of protecting the trade is dealt with briefly in the double-page advertisement in this issue. Every hardware merchant should read this announcement as it is a very frank statement on the part of a manufacturer of some of the difficulties he has had to face.

Manufacturers Should Maintain Price.

We have never found fault with any firm for selling direct to the general public when the trade would not take up their line, but unless a manufacturer decides to adopt a policy of ignoring the hardware trade altogether we contend he should not quote the consumer a price which is practically the same as he is quoting the trade. To follow such a policy would demoralize the trade and be the means of inaugurating a condition of price-cutting which would eat up the legitimate profits of both retailer and manufacturer.

Take, for instance, a town in which there are three retailers, each of whom have the exclusive agency for a line of metal roofing. The fourth manufacturer, unable to secure an agent, is not content to lose all the business in this territory and starts out to sell direct to consumer. He is only in the town for a day or two and must close business while he is there or leave it for his competitors, who have representatives on the ground. He is also somewhat sore because these dealers have refused to give up the line they are handling and take the agency for his firm. He finds the farmer or the builder is well acquainted with the dealers in the town and would prefer ordinarily to buy from them. He has to offer some inducement to close the order and usually it is a cut price. If the dealers are given a chance to meet this price they usually do so and probably cut a little below the outsider who is invading their field.

Now, in such a case as this, no fault can be found with the manufacturer for going direct to the consumer, but the trade should stand together and insist that if manufacturers solicit business direct from the consumer that they shall quote a price which they expect their agents in other sections to secure; in other words, that the manufacturer should sell his goods by salesmanship and not by price-cutting.

Price-Cutting a Bommerang.

We do not say that manufacturers may not make more money for a few years by doing the bulk of their business through the legitimate channels of trade and augmenting it by securing at dealers' prices some of the larger orders in sections where they are not represented, but we believe the trade as a whole will resent such methods, knowing that it will not be long till other manufacturers are forced to adopt similar methods in districts in which they are not represented.

The metal roofing business has gone forward during the past few years by leaps and bounds, due largely to the energetic advertising campaigns which each of the manufacturers has carried on. We regret that occasionally in their advertisements manufacturers have had to turn aside from their work of educating the general public to the advantages of metal shingles and roofing to criticize the methods and goods of their competitors. Such advertisements not only weaken the confidence of the general public in one particular firm, but is detrimental to the metal roofing business as a whole. Let manufacturers, therefore, devote their attention primarily to convincing the general public of the advantage of metal roofing over any other line, and then let them point out as cleverly as possible the special advantage their own line has over any other. Let competition be as keen as possible to secure the best agents, but let the inducements offered be the way in which the manufacturer backs up his agents and creates business for them, rather than an inducement of an extra low price.

Hardwaremen Make Best Agents.

The interests of the hardware merchants and manufacturers are for the most part identical. If the retail trade are not the most economical distributors for the manufacturers the manufacturers will eventually find other methods of getting their goods to the consumer. But we hold strongly to the view that hardware dealers and tinsmiths are the best agents the manufacturer can secure, The retailers are the salesmen for the manufacturer and if they are not doing the business their territory warrants the agency should be taken away from them. There are, no doubt, some hardwaremen who are content with the business which comes to them, and there may be some others who will not deal squarely and honestly with the manufacturers, but we believe that as a class hardware dealers stand head and shoulders above any other class of trade, as far as financial rating and progressiveness are concerned. In fact, this is one of the strongest reasons why the hardware dealer makes the best agent the metal roofing manufacturer can secure. The percentage of bad debts from this class of agents is very small and there is little or no expense in collecting accounts.

Then, too, the hardware dealer and tinsmith makes the best agent because he will see that the roofing is properly laid and a satisfactory job is the best advertising any manufacturer can have.

Retailer Must Make Canvass.

One of the greatest difficulties the metal roofing people have had to contend with has been that when they heard that some farmer was building a new barn the contracts had all been let and probably the builder had induced the farmer to use wooden shingles. The hardware dealer should be in close enough touch with both builders and farmers to know who is figuring on new barns. If he has a canvasser calling regularly on the farmers he will also see what barns need to be repaired and in this way should be able to create a large amount of business. The trouble is most dealers do not make the best use of the information they have or can easily secure, but manufacturers and Hardware and Metal can do a great deal towards educating them to adopt better methods.

It is always easier to close a deal by personal call than by correspondence. The hardwareman is in constant touch with farmers and builders and can answer any objection they make, besides being in a much better position to secure the business than the manufacturer who may be hundreds of miles away.

Carry Stock and Guarantee Goods.

Every man who buys metal roofing wants some assurance that the goods he is buying will do all that is claimed for them. Should not, therefore, the guarantee of the dealer, with whom the farmer is well acquainted, be of more value than that of a manufacturer not known personally to the customer? Undoubtedly there is considerable advantage in having the guarantee of the manufacturer endorsed by the local dealer.

If the dealer carries a stock he can give much quicker delivery than if each order is sent separately to the manufacturer. Moreover, he can supply a few additional squares promptly should they be required at any time for an addition to the building. Many progressive dealesr are buying in carload lots and keeping a good assortment of stock and this number should gradually increase for there is no doubt that the sale of metal building materials is still in its infancy.

These are some of the reasons why we agree with the statement made by one of our advertisers in this week's issue that the hardware trade are the logical distributors of metal roofing products and we hope the trade will back up the efforts of the manufacturers who are spending a good deal of money to create business throughout the Dominion.

HARDWARE AND METAL

Established - - - 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TORONTO - - - - - - 10 Front Street East, Telephone Main 7324
WINNIPEG - - - - 511 Union Bank Building, Telephone 3726
LONDON, ENG. - - - - - 88 Fleet Street, E.C. J. Meredith McKim, Telephone, Central 12960

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ANOTHER HOTEL DISASTER.

The burning to death of three persons in a hotel at Cornwall during the past week again forces the question of hotel inspection to the front.

Commercial travelers are vitally interested in having proper life saving apparatus supplied as well as having all sanitary conveniences installed. The Ontario Government, it will be remembered, however, recently appointed a party organizer instead of the traveler the commercial organizations had recommended.

Hardwaremen are also interested in having fire escapes placed on hotels as, with a little enterprise in securing catalogues from the manufacturers, they can secure the business with a fair margin of profit.

Look over the hotels in your town and if they are deficient in life saving devices send for catalogues and then interview the hotelmen and others who own large buildings needing equipment.

A WINNIPEG WORLD'S FAIR.

It has been definitely decided by the city of Winnipeg to go on with the project of holding in that city in the year 1912 a Selkirk Centennial Exhibition, which is to take the form of a World's Fair. The project has had the serious and careful consideration of a strong committee of the best business men of the western metropolis, and it has been regarded simply and solely as a business proposition. Capable committees have visited St. Louis, Chicago, Seattle and Portland, to get information from the management committees of the Fairs and their reports have convinced the committee in charge in Winnipeg that the project for 1912 is in every way feasible and practicable.

The principal value of the exhibition will no doubt be the advertising which not only the city of Winnipeg, but the whole of western Canada will receive. If several hundred thousand visitors from all over the continent and from abroad attend a successful exhibition of this kind in the new city of Winnipeg, the commercial capital and metropolis of the new Canadian west, and learn of the resources and opportunities available, the advertising secured will be of immense benefit. This is what Winnipeg business men have in mind and it is because they are convinced of the feasibility of the project that they are prepared to put up their money to support it.

Grants from the Dominion and Provincial Governments will no doubt be secured and western business men will subscribe liberally. It is a project in which all Canada is interested and it undoubtedly will receive the generous support which it deserves. We cannot afford to allow it to be only a partial success; it must be made a big success. If the necessary support is secured the Selkirk Centennial will be the best advertisement which Canada has ever had.

CASH MOVEMENT SPREADING.

The experiences of many merchants in the hardware line, as given in Hardware and Metal last week, show that the cash basis of doing business is making progress and that even in new sections of the country dealers are finding it easier and better to adopt the system.

Like the majority of things in life that we so much dread, intervening obstacles appear formidable until we tackle them and then half the difficulties vanish. It is so in starting the cash system. No man in the trade ever changed from credit to cash methods without dreading the procedure. Summed up, his fears amounted to this—he was afraid his trade would fall off, that he would offend old customers and that he had not the necessary stamina and backbone to stick to the cash basis through thick and thin. It was like wrestling with a new problem.

Of all those who have once fairly and squarely begun the cash systems, Hardware and Metal has yet to learn of a single merchant who regrets the change or who is not chiding himself for neglecting so long its introduction. It is gradually being forced upon all merchants that the system of giving credit is antiquated.

One thing noticeable is that when a man has to pay cash for his goods, knows that he cannot get them under any circumstances unless he has the the wherewithal for prompt payment, he will scurry around and rake up the money every time. In the end he is better pleased, for he has the satisfaction of being able to look every merchant straight in the eye.

In the cash system, when once started, no exceptions should be made and a banner having been raised should, under no circumstances, be lowered.

In the symposium presented last week on the cash system, its advantages and results, the two most convincing and unanswerable arguments in its favor, were by western hardwaremen—one a resident of Manitoba and the other of Saskatchewan. The reasons are so striking and forceful—so out of the rut of the usual stereotyped assertion—that they will bear repetition. They might be conjured up by every follower of the cash principle, should he at any time be tempted to waver.

Here they are: "Under the cash system all are treated alike. Refusing to sell a man under the credit system is the same as telling him he is dishonest and incapable of paying and practically an insult. When you have the cash basis the man recognizes that he is up against a system. It is less awkward to refuse under cash than credit, and you must draw the line somewhere * * * I insist on getting cash from every customer. I would not make an exception for a man who is unable to pay and I see no reason for making an exception for the man who has the money. The better the customer the more reason why he should pay at once."

COMPLIMENTS APPRECIATED.

"We are delighted with our ad. in the Annual Spring Number of Hardware and Metal. It is very striking and attractive and entirely comes up to our expectations. We certainly congratulate you on a very handsome and interesting number."—"Belleville Iron and Horseshoe Co., Belleville.

"Your Spring Number is certainly a credit to you and it is flattering to the hardware trade to have such a handsome official paper."—Bernhardt & Gies, Preston.

"Your Annual Spring Number has a very fine appearance and we do not think it could be improved upon."—E. T. Wright & Co., Hamilton.

"We congratulate you on the get up of this number. An up-to-date printer might suggest some improvement but we must confess that we think it about right and a very creditable issue."—Walter Woods & Co., Hamilton.

What To Do In April

Spring Lines and Housecleaning Sundries Should be Brought to the Front—Window Displays Encourage Increased Sales—Paints, Brushes, Woodenware, Garden Tools and Sporting Goods Should be Pushed.

With the arrival of April the problem as to the most suitable lines to display is easily solved. Between the seasons there is naturally a diversity of opinion as to the class of goods most likely to tempt the consumer. Some hardwaremen believe in general assorted displays, some in specialization, and so on. But with the arrival of a season the difficulty ceases. In April the dealer should start by showing his housecleaning utensils. Although housecleaning may not start until the end of April—it all depends upon the weather—it is the secret of successful advertising that the windows should anticipate the demand, and not be concurrent with it. By his windows the merchant warns consumers that, before long, storm windows must be taken down, furnaces and stoves allowed to cool, and the house thrown open to the genial spring weather. And through that warning the housewife goes home, looks through her stock of utensils, and finds she is in need of several articles. In preparing her list then she is naturally more inclined to be liberal in estimating her wants than if the housecleaning day arrived, and found her totally unprepared. In the latter case old scrubbing brushes, brooms and pails, etc., would probably be made to do service another year. By delaying the window, new lines are given a lessened chance of attracting the consumer. How often is this remark heard in a store, "I wish I had seen this article before I started my housecleaning. It is just the sort of thing I wanted." It is up to the hardwareman, by anticipating the demand, that this remark is not made so far as his store in concerned.

The merchant, then, will start with housecleaning utensils, giving prominence to any new line that he may have and at the same time running a well-assorted display. He could specialize these lines into two departments. That is to say, a housecleaning window proper, consisting of brushes of all kinds, wall dusters, window cleaners, step-ladders, mops, pails, chamois leather, carpet sweepers and polishes, followed by a laundry window, comprising washing and wringing machines, washboards, dippers, tubs, ironing boards, sleeve boards, irons of various kinds, curtain stretchers, clothes dryers, clothes lines, pulleys, reels, and pegs. In connection with this a mechanical figure of a woman working a washing machine, showing how labor has been minimized by present-day methods, is always a good attraction.

The Paint Department.

At the same time the merchant should bear in mind the importance of his paint department. The cleaning up of the house will reveal the wear and tear of the winter. Varnish, stains, enamels and paint will be wanted in various directions, and the merchant by judicious window displays, and an effective use of the colored cards, hangers and posters issued by the manufacturers, can influence the buying of a much greater amount of paint lines than would otherwise be the case, The motto of the merchant should be, "Brighten up," and he should impress this upon his community in no half-hearted fashion, Later on the merchant can take in outside painting, but for the moment he can devote his attention to the needs of the household. But whether he combines the two or not, he should remember that his paints should be no minor side line of his store, but a very important one. The field is a very large and profitable one, and the merchant can make paint a strong feature of his business.

Gardening Tools.

With the real breaking up of the weather, the merchant can pay attention to his tool department. Carpentering and gardening tools make very pretty displays. In the gardening windows green effects can be introduced which lighten up the store with an appropriate touch of spring. After the long spell of winter a window with a spring effect is irresistible to the passer-by. With artificial leaves and flowers gardening tools can be displayed to the utmost advantage. In all his window designs the dealer must not forget that the more attractive he makes his displays the greater the force he gives to the advertising, not only of the particular lines in question, but to the whole store. By concentrating his energy on certain class of goods he is not neglecting his other lines. He is in other words killing two birds with the one stone.

Sporting Goods.

At the latter end of the month the merchant can commence to give attention to his sporting goods. The various athletic organizations will be busily engaged in making preparations for the season. Outfits will be wanted and the merchant who is ready for the demand will secure the trade. The sporting enthusiast is always in a hurry to get his new bats, mitts, or whatever it may be, and he does not like to be told that certain lines are not yet in stock, and that he must wait if he wants to get them at that particular store. He probably does not wait, but goes to another hardwareman who has been more prompt in ordering. The great secret of the store's success is the anticipation of the demand. It is the man with the goods, and not the man who has them on order, who gets the trade.

Warm Weather Lines.

With the coming of April we presume that the merchant has all his spring stock in, and that he is well assorted in refrigerators, ice cream freezers, builders' hardware, building paper, nails, screws, green wire cloth, screen doors, and so no, Buying has been very cautious up to now, and the spring demand will in many cases be met with stocks on the light side, although well assorted. Just one word of advice therefore. If the merchant finds the demand better than he expected he would be wise if he lost no time in forwarding his repeat order to his jobber. If things are better to him they will be better to other men, with the result that everybody will be sending in early repeat orders. In these circumstances a congestion of shipping is more than likely. The merchant who gets in first will stand the best chance of securing his goods promptly. Nothing could be more disastrous than to be short on lines that are selling like hot cakes. It is the man who is well ahead with his ordering who reaps the most advantage.

ARREST OF W. A. COULSON.

The principal topic of discussion in Winnipeg retail circles last week was the arrest of W. A. Coulson, the secretary of the Retail Merchants' Association of Western Canada, an organization similar lines to the Retail Merchants' Association of Ontario, on a charge of embezzling the funds of the Association and of the Retail Merchants' Fire Insurance Company which he was instrumental in organizing in connection with it. Mr. Coulson was secretary-treasurer of the insurance company as well as of the association proper.

About four years ago he was appointed secretary of the Retail Merchants' Association of Western Canada then being formed under the presidency of T. J. Lawlor, of Killarney, Man. He displayed considerable organizing ability and commendable zeal and energy with the result that the Association grew very rapidly in numbers and in influence.

About two years ago Mr. Coulson undertook to organize a Retail Merchants' Fire Insurance Company in connection with the Association. The company was duly incorporated a year ago by an act of the Legislature of Manitoba, the five incorporators including only one retail merchant: John Hiebert, merchant, W. A. Coulson, agent, Oswald Fertham, accountant, Bruce W. Thompson, barrister-at-law, and George Alexander Stewart Potts, barrister-at-law. The capital stock was fixed at $1,000,000 and the provisional directors were to call a meeting as soon as $100,000 had been subscribed and 20 per cent. of that amount paid in. It is stated that five different members of the Association put up $2,000 each but it is not known yet what was the total amount of stock subscribed or what was the amount of the payments. It is charged that Mr. Coulson has embezzled some $1,600 of insurance premiums. Mr. Coulson was released on $8,000 bail and A. R. Leonard was appointed receiver of the Retail Merchants' Association.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Spelter—Back at $5.50.
Copper—Firmer.
Old Metal—Some changes.

Toronto.

Copper—Very firm.
Turpentine—Now 58c.

THE MARKET SITUATION.

A more settled feeling exists in the metal markets, as it now appears that the U. S. tariff changes will not affect Canadian prices to any extent, if at all. Canada has been favored with lower prices on many steel products than have prevailed in the United States, the large corporations selling lower for export than in the home market. While it is not yet certain as to what the final outcome will be it looks as though the tariff changes will make prices in the two markets more even. A possibility, too, is that the Steel Corporation may go ahead with its proposed Canadian plant at Sarnia, Sandwich, Port Stanley or some other lake port.

The Iron Trade Review (Cleveland), of March 26, says: Some interesting developments in the iron and steel industry in different parts of the country are anticipated shortly. Since the announcement of its proposed tariff schedules showing heavy reductions, iron and steel makers declare a more general lowering of wages can no longer be avoided. This is expected to take place about April 1, and will apply to blast furnace as well as steel mill workers. The reduction, it is believed, will consist of a minimum of 10 per cent. for the lower grades of labor, and correspondingly greater in the case of the higher skilled employe. In order to adjust current production with its increasing stocks to the very moderate demand for pig iron, representative furnace interests are now advocating the blowing out of all active merchant stacks in the Mahoning and Shenengo Valleys for a period of 60 days or longer, as the needs of the situation may dictate. Many are now urging a quick enactment of the bill in some form, and the effectual settlement of the tariff problem, the doubt over which has been a very disturbing factor in the market.

MONTREAL.

March 26.—There is no change in the metal markets this week with the exception of spelter which has advanced ¼c, owing presumably to good local trade, and goes back to its old price again. Business generally shows improvement in jobbing orders, and the aggregate volume moving is now assuming good proportions. Inquiries are a little stronger, and the spring trade promises to be better than at one time was expected. Although the spring bookings have been very fair, stocks will not be heavy when the bulk of the metal moves, and it is anticipated that new orders will be early placed by large users. Open water prices for imported pig iron have been issued, to take effect on the 1st of May. There is very little pig in store now, and users will not be sorry when the season opens. Large consignments are due on the early boats. Antimony has received a spurt, and the price now obtaining is influencing a lot of inquiries.

PIG IRON—Open navigation prices on pig iron have been issued as follows: Middlesboro No. 3, $16.50 to $16.75; Summerlee No. 1, $18.75 to $19; No. 2, $18.25 to $18.50. There is little pig in store. Cleveland warrants quoted at 46 shillings and threepence, which is higher than last figures. The English steel market shows some improvement, and with the promise of a better shipbuilding season prospects look much brighter.

TIN—There is no change in jobbing prices for tin, and fair trade is being done around 31½c. With the stronger tone in the English market the recent evidences of shading have disappeared for the time being. Inquiries are a little better, and a strengthening market would bring out a lot of orders.

COPPER — Copper is somewhat stronger locally, and the jobbing price of 14½c is more strongly held. Orders have shown improvement, and altogether a fair amount of metal is being used. Inquiries are on the quiet side, but taking everything into consideration the market is in a better condition than it was. The firming of prices in the States has helped to improve matters.

SPELTER—Spelter is again firmer, and local prices have gone back to $5.50. Trade is very good, and the market is in consequence firm. Some very good orders are booked for spring delivery. The English market is steady with consumption reported as being good. St. Louis is not so firm and buying is on the quiet side.

LEAD—There is no change in lead, and we quote $3.65 for imported pig with Trail at $3.55. Orders are on the quiet side.

OLD METALS—Stocks are not very heavy, but as buying is quiet, there is plenty of material on the market for all purposes. Heavy copper is down a little and so is yellow brass. Heavy lead has advanced ¼c and machinery cast scrap, owing to a shortage, is up to $14.50. We quote: Heavy copper and wire 11c; light copper, 10c; heavy red brass, 10c; heavy lead, 2¾c; wrought iron, $11; No. 1 cast, $14.50.

TORONTO.

March 26.—There is a slightly better tone to the situation among metals this week and a gradually strengthening feeling is coming over the market since the interests in the United States have decided to keep their cut prices out of Canada. True, buying is yet on a small scale, but inquiry increases.

Copper is the most interesting metal at the present time, and it is again showing its strength. During the past ten days it has recovered its price in the primaries. Just now London controls this metal, for during the past year, immense quantities were bought and stocked up at a low price, and the holders there won't let the quotation go below a certain figure. They have proved their ability to do this over and over again during the past few months, but how long they can do so is conjectural, seeing that the world is producing a surplus of 1,000,000 pounds a day over present actual requirements. New York takes its cue from London, and Toronto quotations are based on New York prices. There are not the fluctuations here that there are in the larger buying centres, because the quantities demanded are not so great, but New York's market conditions are certainly reflected on Toronto.

The city of Toronto is in the market for copper wire for electrical purposes, to be used for supplying energy when the Hydro-Electric power reaches its gates. Local metal men will hardly reach for this order as the difference in the price of manufacture, 15c, and the price of Lake copper, 13c., is too close to figure on. It is likely, therefore, that some U. S. wire manufacturing concern will obtain the booking.

The interesting thing in the steel line is the rumored purchase by the steel trust of ore in the Michipicoten district. The rumor was of local interest because of the location here of interests in the same line of business as the trusts. Lake Superior Corporation officials do not place much stock in the accuracy of the rumor, but one Toronto mon holding iron claims in that district, said he was not surprised that the steel trust should look to Michipicoten for iron ore, as it would place them in a good position to compete with other Canadian iron and steel concerns should the trust decide to locate a branch plant in the Dominion. Toronto parties in close touch with other iron industries do not care to speak of the matter, saying the talk is based only on supposition.

PIG IRON—More active than during the past fortnight, but still relatively quiet. Some foundries are working full time, and the industries using pigs are reviving, although rather slowly. Quotations are: Cleveland, $22; No. 3 Middlesboro, $21, and Canadian Foundry, $18.50, which have been the prices ruling for some time past. It might be stated that while quotations generally rule almost every order received is based pretty much on its merits.

COPPER—More active and considerably firmer outside. This latter point has caused the placing of orders more freely. For although 14c locally has been the even figure ruling the past ten days, there is a better linducement to buy on the home market when the primaries show strength and firmness.

TIN—While tin is just as quiet as since the opening of the month there is a firm undertone growing up. 31c is still the local quotation.

LEAD—Becoming more active. Trading is still in small lots, though outside points report fair sales and in foreign markets the price is firming and advancing. No change has yet taken effect here. $3.80 is the local quotation, though a better figure may be obtained for large quotations.

SPELTER—Locally, beyond the fact that spelter is firmer, due to advancing prices abroad, there is no change in the

situation. Business is still passing in small lots. The quotation is at $5.50.

SHEETS AND PLATES—The stock trade is good and the West has bought nice lots of tin plate in Toronto. The market has got rid of the uneasiness apparent when prices were cut across the border, and the opinion is that the prices prevailing for months will continue and that no competition will be met with here.

OLD MATERIALS—Stocks are large and while sales are not so good as might be wished, satisfactory prices are to be obtained. Copper wire is in demand and is worth nearly as much as ingot. All old metals are unchanged at pretty nice prices.

HARDWARE MARKETS

MONTREAL.

March 26.—With the near approach of the lower freight rates, orders have greatly increased in bulk, and next week will see a strong shipping movement to all parts. It is still apparent that dealers are reluctant to look too far ahead and stocks, therefore, while being in good assorted shape, will not be heavy. This will probably result in prompt delivery orders during April being much more numerous than is usually the case. Taking everything into consideration prospects look very promising, and if a good spring demand breaks in the increase will be felt quickly right through to the manufacturer.

House-cleaning lines are moving well, and so are carpenters' tools. Lawn mowers, egg crates, and ice cream freezers are showing good accumulation for April delivery, although there is no sign of any great rush. Builders' hardware has improved, especially so far as the local trade is concernel. A decided improvement has taken place in wire nails, and bolts. Bright wire goods are also in good request. Miners' supplies are continuing to move in steady volume, and extreme activity is promised in districts like Cobalt and Gow Ganda. The markets are steady, and no important change is announced. So far the cut in the States has not affected any important line. In fact, bolts, which would most likely be the first to feel any shading movement, are reported as being very firm.

BUILDERS' HARDWARE — Local trade has brightened up wonderfully in builders' hardware, the improvement in the building permits accounting for this. Orders generally are of a good assorted character. We continue to quote door sets and escutcheons, 50 and 10; escutcheon pins, steel, 50; brass, 55. Spring hinges, No. 20, $9 per gross.

SPRING LINES—A good shipping movement will be experienced at the opening of April, although there will not be the rush observable in other years. It is expected that the latter end of April will be very marked in rush delivery orders., as dealers seem to be waiting until the demand is upon them before they extend themselves. Egg crates continue to move well. Hose has improved, and stimulation is shown in harvest tools, lawn mowers, gardeners' tools freezers and poultry netting.

SPORTING GOODS—There has been an improvement in fishing tackle, and the season promises to be a good one. Cartridges are also showing better strength. Guns are moving in a steady manner.

HOUSEHOLD UTENSILS — Housecleaning utensils are in good demand. These articles are feeling the spring movement probably more than any other line. Good shipping will be made next month in washing machines, wringers, carpet sweepers, window cleaners, scrubbing brushes, clothes lines, pulleys, etc.

MINERS' SUPPLIES—Picks, prospectors' hammers crowbars, etc., are booked in good volume for Cobalt, Gow Ganda and other mining districts. A very good season promises in these lines. We quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—Despite the shading in the States, bolts are reported as being very firm, and there seems little possibility of any immediate change. Trade is good. Nails are also moving well, stocks in dealers' hands being very low. We quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—Good movement characterizes screws. All lines seem to be in request, and prospects look very promising. We quote: Discounts at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head, brass.

WIRE—Good bulk will be moving next month and inquiries point to an improving trade all through.
fication of 80 per cent. of the bookings was a factor in keeping down the quantity. Booked orders will move out after April 1. We quote: Wire nails, $2.30 · No. 9 coiled spring wire, $2.50; No. 9 galvanized wire, $2.35; poultry netting, 2 inch mesh, 60 and 2½, and galvanized barb fencing, $2.65.

TORONTO.

March 26.—Business during March has been rather slow owing to the bad condition of the country roads and to the disinclination of retailers to place orders for spring delivery until the winter has definately broken up. April will open with brighter prospects as large quantities of fence wire, nails, poultry netting, garden tools are booked for delivery on April 1, and will begin to move out as soon as March is over. Some years there is a call for these lines in March, but this year few retailers are asking for early shipments. Collections since the first of the year have been satisfactory.

While Montreal jobbers have been capturing a large share of the Cobalt and Gowganda mining supply trade, Toronto jobbers say they have nothing to complain about as Toronto seems to be increasing its hold on the northern Ontario trade. The outlook for building is bright in all parts and more attention is being paid to builders' hardware, roofing and nails. The approach of the Easter holidays is putting a little life into sporting goods and the bright weather during March has given housecleaning sundries and paints a start in the retail stores. The outlook for April is better than for several months past.

SPRING LINES—Housecleaning always develops a lot of trade in the brush, paint and woodenware departments and the warm spring weather during the past fortnight has caused many women to visit the stores for floor stains, scrubbing brushes, etc. This is but a forerunner of the trade to be done during April & May if an effort is made to encourage the demand in this line by newspaper and window advertising. As soon as the weather becomes more settled garden tools will be in demand, and stocks of screen doors, poultry netting, etc., will be needed. Washing machines, carpet sweepers and kitchen sundries are already showing a better demand.

BUILDERS' HARDWARE—While orders are not yet being placed in heavy lots indications point to a splendid trade in builders' hardware and mechanics tools this season. In the latter line, for instance, old tools were made to do service last season and with many new mechanics beginning work this season large quantities of new tools will be required. Stocks of builders' hardware are light and with many permits being issued in every city, jobbers look for large orders in April and May. We quote 50 and 10 on Canadian door sets, locks and escutcheons.

SPORTING GOODS—A spring demand for fishing tackle is developing while baseball and lacrosse clubs are being organized and supplies purchased for the season.

HEAVY GOODS—Fair business is being done, with prices unchanged. Bar iron is $1.95. Stove bolts are 80 and 7½. Bright and steel wood screws, flat, 85 and 10 and round head, 80 and 10 per cent. Brass screws are: flat, 75 and 10 and round head, 80 and 10 per cent. Brass screws are: flat, 75 and 10, and round, 70 and 10.

WIRE—Fencing is moving well but other lines have been booked in as large a quantity as the conditions of the season allowed. The call for the speci-

BRIGHT WIRE GOODS—Trade is very good, especially in immediate delivery orders. Screw eyes are very prominent. We continue to quote: Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes, screw eyes, and square hooks, 60 per cent. Wire hat and coat hooks, 40c a gross.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

OPPOSE THIS BILL.

As announced in Hardware and Metal of March 20, a bill has been introduced in Parliament to amend the section 119 of the criminal code by adding a subsection intended to discourage and practically prevent the sale of revolvers in Canada.

If there were need for such legislation retail hardwaremen would enter no opposition to the proposal, but the proposed amendment is a meddlesome attempt at legislation introduced by some ill-informed person who has apparently taken no advice before bringing his ideas before Parliament. Surely in such important legislation, the trade most affected, the retail hardware merchants, should be consulted through their trade organizations in the various provinces.

But no such consultation has taken place and the matter is now before the Ontario Retail Hardware executive, and definite action will be taken in a few days along similar lines to that taken by the Winnipeg Retail Hardware Association as reported on this page. The Alberta and British Columbia Provincial Associations will also be heard from and a deputation representing these interests may be sent to Ottawa when the bill comes up for consideration.

In the meantime every individual hards ware merchant in Canada should do his part by at once writing his local member of Parliament urging him to oppose the meddlesome legislation until the trade has had a chance to express its views.

Wherever possible, also, induce your local Board of Trade or Retail Merchants' Association to pass a resolution, or in places where such action cannot be taken draw up a petition and ask your fellow merchants to sign it to be sent on to the Minister of Justice, Ottawa, pointing out that there is no more reason for anti-revolver legislation than an anti-razor law.

Send copies of resolutions and petitions to the secretary of the Ontario Retail Hardware and Stove Dealers' Association, 10 Front Street East, Toronto.

WINNIPEG HARDWAREMEN REORGANIZE.

The hardware merchants of Winnipeg met on the evening of March 17, to discuss the possibilities of reorganizing the Retail Hardware Association. The old organization comprised the three immediate provinces of West Canada, but the field was found to be too extensive to make it a success. The membership fee for merchants outside the city was ten dollars per annum, but the funds failed to come in during the past two years, and it devolved upon the city merchants to meet the expenses of winding up the Western Canada Association about a year ago.

The Winnipeg merchants were contributing $20 per annum, but the default of outsiders has more than doubled the fee per member. The city retailers, as a consequence, have decided to organize a local association. At the meeting it was decided to choose a secretary and a committee was appointed to bring in a recommendation to that effect. J. E. Thomas, the past chairman of the Western Canada Hardware Merchants' Association, acted as chairman for the local merchants and it is probable that he will continue to act in that capacity.

It was agreed that $10 per annum will be the membership fee for the local association, and twenty-three merchants out of twenty-five have joined the Association to date. The meeting was very enthusiastic and there is promise of a strong organization. The policy of the Association will be to soften the asperities of competitive business, and to protect, as far as possible, the retail trade against the wholesalers supplying jobbers.

Oppose Anti-Revolver Legislation.

It was also decided to petition the Dominion House of Commons to cancel article 3, of Bill 83 of section 119 of the criminal code, which now reads as follows :

> "No revolver or pistol shall be be sold to any person, unless he produces to, and leaves with the vendor a permit in writing from the chief of police, or a police magistrate, or justice of the the peace, allowing him to purchase a revolver or pistol."

It was contended that such a law would practically destroy that branch of trade, and greatly injure the hardware business generally. The resolution reads as follows :—"Resolved that it is the unanimous wish of the members of the Hardware Dealers' Association of the city of Winnipeg, that the clause and penalty governing the sale of revolvers and pistols above quoted be struck out and the following alternative clause inserted.

> " "That anyone who sells a revolver or pistol shall keep a record of the name and address of the purchaser, also an accurate description of the weapon sold."

"This association would also call the attention of the House to the drastic penalty for non-compliance with the terms of this amendment and would respectfully submit that the minimum penalty of one year's imprisonment would be unnecessarily severe and out of all reason in certain circumstances, and should be left to the discretion of the justices."

BIG TRADE EXHIBITIONS.

At the New York State Retail Hardware Association convention at Rochester, Feb. 16-19, the trade exhibitions contained the displays of 75 firms making goods sold through the hardware trade.

At the Pennsylvania State convention at Philadelphia, Feb, 10 to 12, there were 68 firms exhibiting, just double the number who made displays at the Hamilton convention the same week.

WESTERN RETAILERS OBJECT TO CARTAGE.

The first question taken up the second day of the "Inland Empire" Retail Hardware Association at Spokane this month was an address on "Cases and Cartage," by A. P. Myers, of Lewiston, Idaho, who said in part :

"The case and cartage question is of considerable importance to every member outside of Spokane. Why should cartage be added to our bill? It is clearly a legitimate expense item of the jobbers' business. City merchants do not have to pay cartage, though the haul to them may be much farther than to the depot. Eastern jobbers make no case or cartage charges. Why should Western jobbers? We should all stand together and refuse to pay cartage, and if necessary buy where such charges will not be imposed upon us. Such action would speedily solve the problem."

After a general discussion the chairman appointed a committee composed of F. S. Anderson, J. P. Shickler and E. E. Plough to prepare a resolution expressing the sentiments of the convention, to be referred to a joint committee to meet with the jobbers. The resolution favored the discontinuance of charges for case and cartage.

The Inland Empire hardwaremen are not alone in their fight against the case and cartage charges now made by Spokane and Pacific Coast jobbers. The Oregon and Northern California dealers have taken up the matter with great energy, and it is practically assured that all the States of the Pacific Coast will unite to do away with the practice.—Hardware, New York.

TRADE GOSSIP.

The Standard Sanitary Manufacturing Company, Pittsburg, expect to make a decision next week as to the location of their proposed Canadian plant. Toronto and Welland are the two places most likely to secure the industry.

C. A. Birge, of the Canada Screw Co., Hamilton, has made a large donation towards the library building fund of Victoria University, Toronto.

W. H. Parks' hardware store at Arden Man., controlled by the Robertson Hardware Company, Winnipeg, was destroyed by fire on March 25.

A delegation from Morrisburg and Brockville headed by Andrew Broder, M.P., and W. McComb, President of the Canadian Sheet Steel Corporation, on March 23 asked the Dominion Government for the imposition of a protective duty on tin plate of 15 per cent. against the United States and of 12½ per cent. against Great Britain and all other countries.

Developing the Electrical Department

The Man Who Introduces New Articles Gets the Best Profit Besides Widening His Reputation—New Ideas in Lighting Fixtures—Electric Sad Irons Becoming Popular.

A plan to be put into operation by a Chicago electrical firm to popularize the use of electricity in the household might well be followed to some extent by hardwaremen handling electrical supplies. The plan is to loan a number of electrical sad irons to reliable customers so that a trial may be made of the utensil, and a fair appreciation gleaned of its merits over the ordinary kind. Although consumers generally are quick enough to realize the advantages of electric lighting, there is a certain amount of prejudice to be overcome in connection with the utilization of the power in household work. Customers are afraid that the article might not work satisfactorily, and that they might not like it so well as the old style one, despite the many advantages in labor saving. The loan of two or three electrical appliances would do a great deal to dispel this objection. For instance, the fact that Mrs. So-and-So was using an electrical sad iron, and found it all right, would soon get around, and her friends would not be content to allow her to be the only one in possession of this up-to-date household article. Of course, this plan could only be followed out with reliable customers, but it would tend to advertise the store in other directions.

Electrical Side Lines.

A hardwareman in keeping up with the times does a good stroke of business. Especially is this so with electrical side lines, for not only is there the additional profit accruing, but customers, seeing the articles, give the dealer the rightly deserved credit of being progressive, and that opinion is a fine business asset. People like dealing at the progressive man's store. They know that they get the best and latest in the market. Hardwaremen have not given electrical lines the attention that they deserve. Without going too deeply into the electrical business, there are a number of articles which could be well carried. Electrical novelties are shown possibly at Christmas, but that is only a meagre part of what could be done all the year round. Lamps, attachments, electricians' tools, wire, fixtures, and then even in closer connection with hardware those contrivances for the house such as electrical sad irons, ovens, heaters, radiators, motors for sewing and washing machines, and so on.

Even the farm can be catered for. The advancement in the science of practical farming has been marked by the invention and introduction of electrical machines and devices in great numbers, which not only add to the comfort and convenience of farm life, but are advantageous in the matter of production and labor saving in all departments. Electrical incubators are in growing use, while cream can be separated, and butter made by electrical apparatus. Such articles could be handled by the hardwareman, while the man who has an implement department could further extend himself in electrical appliances for field work, and small electrical pumps to replace the old wind mill. There is no doubt that as time goes on electricity will be generally employed all over the country, and few districts will be without power stations. Of course, much of the trade accruing will be taken by the electrical supply house proper, and rightly so, but there is plenty of scope for hardwaremen along those lines which we have mentioned. And there is always this point: that the department may be the means of making a new and constant customer for the store—a point which can be brought forward in support of any department of the hardware industry. The more lines a dealer carries, the greater the chance that a consumer coming in for any particular article may be led to purchase something else, or turned into a regular customer. The selling of a lamp, or lamp protector, may mean the sale of a tool or a tin of paint.

Indirect Lighting Popular.

In the selling of lamps a wide field is being offered by the many new inventions constantly being put on the market. The idea of indirect lighting is now gaining ground in many quarters and may become very popular, both for office and house illumination. This indirect lighting is a system by which the lamps are entirely screened from view, and throw their light against the ceiling and upper walls for reflection, thus avoiding the glare of direct lighting, yet diffusing an illumination that reaches into every corner of a room with an efficiency that makes reading in any part of it not only possible, but restful. This system comprises especial chandeliers with pendant sockets containing Tungsten-metal incandescent lamps. Mounted or hung beneath, and semi-enclosing each lamp, are special bowl-shaped glass reflectors backed with a silver coating. These reflectors are concealed by ornamental bowls of spun brass. From the reflectors the light is thrown up against the ceiling and from there is cast in diffused illumination throughout the entire room. The absence of direct illumination is at first deceptive as to the real intensity of the illumination, but the ease with which ordinary print can be read in any part of the room shows the illumination to be sufficient as well as pleasing. Special chandeliers are not absolutely necessary. Such a system can be easily installed on gas or electric fixtures already in use, assuming, of course, that the arms of the chandeliers are not unusually heavy.

Acetylene Lamps in Mines.

The development of acetylene lamps for underground workers should be a source of profit to hardwaremen in mining districts. For several years, acetylene has been used in miner's lamps in France, Germany and Belgium to a large and steadily increasing extent. The light is satisfactory, saves nearly fifty per cent. of the cost, giving more and better light. Mining engineers have been more or less familiar with this fact, but the introduction of acetylene into mines, up to the last two years, has been very slow on the American continent. Its uses now, however, are coming to be recognized as an important advance, and it promises shortly to replace all other means of illumination, except in special cases. It is seldom that an improvement in quality is accompanied by reduction in cost, but this paradox is shown in the case of acetylene. Candles, which are largely used, remove seven times and kerosene five times as much oxygen as acetylene. The difference is, therefore, enormous. While acetylene in a mine gives off no smoke whatever, every miner is familiar with the difficulty from the products of combustion given off by other illuminants. Acetylene, therefore, makes for the life and comfort of the miners, protects them from the degenerating effects of insufficient oxygen, and removes the one important cause of lung and throat troubles. An interesting thing about acetylene is the tenacity of the flame. It is not easily blown out, the rapid motion of the miner will not cause it to flicker badly, and it burns brilliantly in an atmosphere so foul that candles fade and go out. For underground surveying and mine inspection, the use of acetylene is of great importance. Maps and records escape the usual accompaniments of grease and smudge. The acetylene flame is so small and clear that it affords an accurate point on which to sight instruments. This development of the acetylene lamps should be watched carefully by hardwaremen who are in the districts where it would be in demand.

Passing of the Canada Horse Nail Co.

The Reasons for Going Into Liquidation Explained by Wm. Smaill, Who for the Past 14 Years Has Been Manager and Secretary-Treasurer of the Company.

Editor Hardware and Metal :—After a successful and continuous manufacturing career of forty-five years, we have owing to the changing conditions and largely increased cost of distribution of our product through travelling salesmen on the part of our rivals been obliged to close our works and dismiss our employes, many of whom have spent the greater part of their lives in our employ, and with the sale of our plant and machinery and stock, which has taken place this week, will pass out of existence the oldest horse nail business in Canada.

During all the many years of our business career we have distributed our nails through a strictly limited number of firms representing those whom in our judgment had the best facility and credit for handling our product.

We have reason to believe from the facts made known during our connection as members of the Horse Nail Association, that we did about 45 per cent. of the entire business in horse nails in Canada and that we enjoyed the good will and friendly co-operation of the hardware trade in thus confining our business relations to them.

We made under the old "C" Brand, what was conceded by both buyer and consumer the best horse nails, which we always accepted as the standard, and commanded a higher price than other brands.

We had adhered to the old time tried and reliable hot forged process, and used the best obtainable quality of material for our purpose, which was a special quality of Swedish charcoal, Siemans-Martin steel nail rods. Our patterns were modified and improved, and we can say without fear of disproof, that the improved taper new pattern countersunk "C" brand horse nails, as produced by this company last year, have no superior in the world in any respect. Our prices were fair, and our discounts to the trade as liberal as possible, consistent with the quantity purchased, and a moderate profit to ourselves.

Why then could we not continue ? The explanation is simple, as stated at the outset : The method and the added cost of distribution to the shoers direct adopted by our rivals.

Competition is said by some, to be "the life of trade" but there is a class of competition based upon a code of business ethics which is not embodied in the golden rule. "Do unto others as you would that they should do to you."

WILLIAM SMAILL.

Montreal, March 22, 1908.

Hardware Trade Gossip.

Quebec.

Labodie & Moreau, tinsmiths, Montreal, have assigned.

O. Trudeau & Co., tinsmiths, Sherbrooke, have been registered.

W. S. Leslie, of A. C. Leslie & Co., Montreal, is on a business trip to the Old Country.

J. A. Jackson, of the R. Simpson Co., Toronto, has been visiting hardware circles in Montreal.

A. E. Dugart, lumber dealer and hardwareman, Beausejour, has sold his business to G. R. Scruton.

Cote & Frere, dealers in hardware, paints, etc., St. Johns, Que, are offering to compromise at 25 cents on the dollar.

Lieut.-Col. Lockerby, of Lockerby & McComb, Montreal, has been elected president of the Montreal Caledonian Society.

The Montreal branch of the Consumers Cordage Company may be removed to Dartmouth, on the eastern side of Halifax harbor.

Neil McDonald, who has had charge of the Halifax branch of the Canadian Oil Company, has joined the staff of Brandram-Henderson, Montreal, and will travel between Montreal, Toronto and the Ottawa Valley.

B. & S. H. Thompson & Co., Montreal, among their many agencies represent the Associated Portland Cement Manufacturers, Limited, England, makers of the J. B. White & Bros. brand of Portland Cement, which has been in use for every class of constructional work all over the world for three-quarters of a century. Since its invention to the present time it is computed that something like ten million tons of this cement has been used. Amongst other notable works, the cement was used in the Nile dam at Assouan, the Barrage at Assiout, Egypt, and the dam at Montmorency, Que.

D. McNicoll, second vice-president and general manager of the Canadian Pacific Railway, denies the report which has been extensively circulated that a union station in Montreal costing a million of dollars is now engaging the consideration of the various Canadian and American railway managements. Mr. McNicoll, in answer to an inquiry as to the correctness of the statement said : "There was no truth in it. This is the first time that I have heard anything of the matter." Mr. McNicoll stated that the C. P. R. were, however, contemplating big improvements to the station at Windsor Street. The Grand Trunk management also totally denies the report.

The Canadian Fairbanks Co. have come out easy winners of the Montreal Hardware Hockey Association. By defeating Caverhill, Learmont & Co. in the last match of the season by 4 to 3 after a strenuous game, they finished with the fine record of 7 matches won to 1 lost. In the game previous to this Starke-Seybold & Co. beat Frothingham & Workman by 5 goals to 3. The final standing of the league is as follows :—

	Won.	Lost.
Canadian Fairbanks	7	1
Starke-Seybold	6	2
Lewis Bros.	5	3
Frothingham & Workman..	2	6
Caverhill, Learmont & Co.	0	8

Lariviere, Incorporated, Montreal, are commencing to deliver all the Corbin art hardware selected by the C. P. R. architect for the furnishing of the Chateau Frontenac, Quebec. The order was secured in the fall of last year, and amounts to several thousand of dollars.

W. H. Wiggs, of the Mechanics' Supply Company, Quebec, called at the Montreal office of Hardware and Metal this week. Mr. Wiggs is favorable impressed with prospects in Quebec. There had been a heavier fall of snow than for many years past, and that should put the farmers in much better trim, as for two year's there had been a scarcity of water. Trade was opening out well, and personally he had taken more orders for future delivery than he had ever done before.

Ontario.

C. E. Britton, Gananoque, was a delegate to the Foresters' convention at Winnipeg last week.

Kitely & Booth, hardwaremen, Welland, have dissolved partnership. The business will be continued by B. L. Booth.

Hunter & Harold Kingston, have the plumbing and tinsmithing contract for the new observatory building at Queen's University, that city.

W. J. Christie manager of the Canadian Heating & Ventilating Co., Owen Sound, was a visitor in Toronto on March 19 on his way to Winnipeg and Vancouver.

The Aikenhead Hardware, Limited, of Toronto and Winnipeg, have been awarded the hardware contract for the new Canadian Northern Railway Union Depot at Winnipeg.

The Pedlar Manufacturing Company, of Oshawa, have bought the building at 111-113 Bay St., Toronto. The purchase price was $25,000. The Pedlar Company will make extensive alterations to the building and occupy it as a sample room and warehouse.

WHY THEY CRIED.

An Irishman noticed his companion shedding tears at the dinner table and asked him what he was crying about. He had just partaken of some red peppers, but he replied: "I'm crying because me mother is dead." Soon No. 1 tasted of the fiery fruit. "And what are you crying for," he was asked. "I'm crying because you didn't die when yer mother did," he answered.

Trade News From Atlantic to Pacific

Maritime Provinces

Many New Public Buildings to be Erected—Hardwaremen Change Positions—New Firm at Halifax—Nova Scotia's Mineral Resources.

ST. JOHN.

March 24.—The consolidated school at Kingston, King's county, was completely destroyed by fire on Sunday, March 14. The building was erected about 5 years ago at a cost of about $25,000, through the generosity of Sir William McDonald, the Montreal tobacco millionaire.

The county council at Woodstock, N. B., has decided to build a court house at a cost of $35,000. Plans have been prepared by F. Neil Brodie, of St. John, and tenders will be called for shortly.

The contract for erecting an addition to the Harkins Academy, at Newcastle, has been awarded to Newcastle contractors who will do the work for $47,000.

Dr. Borden, of Mount Allison University, Sackville, has employed Burke & Horwood, architects, of Toronto, to prepare plans and estimates for a four-story stone building, as an addition to the Ladies' College. The proposed new building would be about 117 feet by 46 feet.

F. R. Whipple, who has been with McLean, Holt & Co., foundrymen, at their stove warerooms, on Union street, has severed his connection with the firm and taken a position with the Windsor Foundry & Machine Co., Windsor, (N. S.), to represent them on the road, covering the maritime provinces. Previous to his departure from McLean, Holt & Co., the employes of the firm presented him with a travelling bag and a fountain pen.

Joseph B. Hopkins, who has been with Emerson & Fisher, hardware dealers, for the past fifteen years, will leave shortly for the Pacific coast, to make his home there. His fellow employes in Emerson & Fisher's have presented him with a very fine travelling bag and a fitting address.

A new prison hospital is being built at Dorchester Penitentiary.

W. Herbert Downie, who has been on trial for the theft of $1,114 from T. S. Simms & Co., brush and broom manufacturers was found guilty and on Saturday last was sentenced by Judge McLeod, to three years in Dorchester penitentiary.—W. E. H.

HALIFAX.

March 23.—Halifax is to have a new retail hardware and sporting goods store, the proprietors of which will be two enterprising young men. Welsford R. Morton, who, for nine years has been with A. M. Bell & Co., four years on the road and five years as manager of their retail department, has severed his connection with that firm and will enter into partnership with John J. Cragg, formerly of Cragg Bros. & Co., and now with George A. Wooten & Co.

Messrs. Morton and Cragg will conduct a kitchen furnishing, sporting goods, and household hardware establishment on Barrington St. Both of these gentlemen have been closely allied with the various branches of sport during the past four years, and should be successful in their new field. They expect to be ready for business by the first week in April.

The sporting goods trade of Halifax is now practically controlled by the retail hardwaremen of this city. All the leading retailers carry large stocks of sporting goods of every description. The development of this line of business has been most marked in recent years.

The mineral production of Nova Scotia is increasing every year, the output during the past year showing large gains with the exception of gold. The report of the Commissioner of Public Works and Mines, which has just been issued, shows the following:

	Tons.
Coal raised	6,299,282
Pig iron	326,303
Iron ore	902 475
Lime stone	484,685
Coke	505,003
Gypsum	242,535
Antimony ore	1,321
Copper ore	1,200
Gold (ounces)	11,900
Building stone	45,500
Cement (barrels)	44,520
Drain pipe (feet)	300,000
Grindstones	360
Bricks	23,000,000
Copper (pounds)	28,800
Moulding sand	185

The total tonnage of coal sold during the year was 5,480,583. The bonuses paid on each ton of coal consumed in the manufacture of iron and steel in Nova Scotia during the year totalled $65,294.48. The companies benefiting were the Dominion Iron and Steel Co., the Londonderry Iron and Mining Co., and the Nova Scotia Steel and Coal Company.

Five hundred men are now engaged in the gold mining industry of the province, and as prospectors are now at work in several districts it is expected that there will be a boom this season. Prospectors have just taken up large areas in twelve different sections of the province.

The Torbrook Iron Mines produced 19,712 tons of ore 9,260 tons at Londonderry and East Mines, 327 tons at Brookfield and 1,276 tons at Barrois. Two companies were engaged in mining copper, the Lake Copper Co. at Lochaber, C.B., and the Sterling Mining Co. at Waugh's River.

At the recent meeting of the Nova Scotia Mining Society held in this city, it was announced that tungsten, one of the rare metals of the world, is now being found in Nova Scotia, and the members of the society were given much information about this metal by A. L. MacCallum. At Moose River several veins of this metal have been discovered, and also at Waverley. This metal is used principally for tempering steel, and tools with some of this metal in their composition retain their edge at white heat. Tungsten is also used for filiments in electric lights. This discovery promises to be of great importance.

Nine hundred bales of pisal fibre, damaged by fire on board of the steamer Sokoto, were recently sold at public auction here. Buyers were present from New York, Boston, Montreal, St. John and also local men. The prices ranged from $3.29 to $3.35 per hundred pounds, and the buyers from Boston, St. John and Halifax got the most of the lot.

Mr. Mitchell, the representative of an English Turbine and Steam Company, is in Sydney, and is endeavoring to capture orders from the Dominion Steel and the Dominion Coal Companies.

E. M. Archibald is at present engaged in preparing plans for the Canada Iron Corporation, for their Torbrook iron mine development in Annapolis Co. They propose to develop an output of one thousand tons per day.

Another new industry is promised for New Glasgow, N.S. It will be a forge for the manufacture of steel drop forgings for all kinds of service and machines. The establishment of this plant is in the hands of George E. Harris, formerly of Buffalo, N.Y., and more recently in the Nova Scotia forge at Trenton, as superintendent, from which position he has resigned. Mr. Harris is now in Philadelphia ordering a large steam hammer. All New Glasgow capital is interested in the plant, and it is expected that quite a number of skilled mechanics will be employed.

M. C. MacDonald, mechanical engineer, who has worked in some of the large plants in England and Canada, will shortly open up a business in Parrsboro, N.S. He will deal in supply installation and repairs of all kinds, engines, steam and electrical, gas producer plants, portable plants and electric lighting.

A little over a year ago the firm of Shaw & Mason, of Sydney, C.B., undertook the manufacture of a special brand of metal which they registered under the name of the Colonial Anti-Friction Metal. The firm is now shipping the metal all over Canada. For some time past some manufacturers in the United States have been aware of what the Colonial metal had accomplished in Canada and the firm has received large orders from New York, Buffalo and other American cities. At present shipments to the United States are made from the factory at Sydney, but they are arranging to start a branch factory in the United States to handle the American business.

J. H.

MONTREAL.

Merchants are taking a great deal of interest in the proposal to start an Old Home Week for Montreal. In the States these festivals are very popular, and there is no reason why one in Montreal should not be equally so. Apart from the advertising they give the city, and the pleasure they afford to thousands of people, they are good drawers of trade to the stores. It is proposed to have special amusements, and with the co-operation of the retail merchants who could decorate their stores to suit the occasion, a pleasing reunion of Montrealers could be brought about. A public meeting is to be held in the Windsor hotel to discuss the project.

Beauvais Freres have two well arranged side windows of paints. The design is not crowded, and the whole effect is good while being simple. It is evident that local dealers intend to push paint well this season. As one merchant said, paints are a profitable line, and can be pushed much more easily than many dealers seem to think. L. J. A. Surveyer has an extremely well assorted window of general lines. There is no concentrated design, but all the articles blend together in a very harmonious effect. Such a window proves how a hardwareman need never be at fault for a scheme of window display when he has the ordinary lines at his command. Extraneous effect is not always necessary to make a window attractive.

At the annual meeting of the Montreal branch of the Retail Merchants' Association, A. Laniel, the retiring president in the chair, Fred. C. Lariviere, delivered the address which gained so much appreciation at the Ontario Hardware convention at Hamilton, recently, on "How to Conduct a Retail Business." I. Prefontaine, President of the Montreal Chambre de Commerce, who was a guest of the meeting, congratulated the speaker on the clear way in which he had treated the subject, and this was generally endorsed by the meeting. The election of officers resulted in J. G. A. Filion being elected president, A. Leger, of Lacroix & Leger, first vice-president, O. Normandin, second vice-president, J. A. Dore, treasurer, while J. A. Beaudry, was re-elected secretary. The meeting endorsed the bill before the Quebec Legislature of the Merchants' Light, Heat and Power Co., for rights to supply power to certain districts of the city.

Ontario Trade News

Brantford Merchants Win Interesting Lawsuit—Bicycle Trade Likely to Boom This Year—Merchants Organize to Boom Hamilton—Building Trade Reported Active in Many Cities.

KINGSTON.

March 22.—Ald. Elliott, of Elliott Bros., hardware, plumbers and tinsmiths, was recently elected president of the Kingston Reform Association, by a unanimous vote.

The Board of Trade Council has forwarded to Dr. D. R. Dupuis, Chicago, the terms upon which it will recommend to the City Council, civic assistance in the erection of a big hotel in Macdonald Park. The city must share in a first mortgage on the property, for which the guarantee of $100,000 in bonds is offered. It is understood that if this proposition is not acceptable to the promoters, the deal will be off.

If the proposition set forth by the members of the Light, Heat and Power Committee is fruitful, there should be a great sale of gas stoves in this city during the summer. It is the intention of the committee, which has control of the civic light plant, to boom the sale of gas, for cooking purposes, and, besides the extensive advertising which will be done in the local press, and various literature, canvassers will be sent on the rounds to work on a commission, and every effort possible will be set forth to secure new customers for the gas. Ald. Elliott is at the back of the suggestion, and is backed up by the members of the committee. "Use gas for cooking, it is the quickest and the cleanest," is to be the slogan.

Tenders for the erection of a new observatory for Queen's University have been awarded for the plumbing and tinsmithing to McKelney & Birch.

A. K. Routley, Princess Street, sporting goods man, has received from a Montreal firm a model of a horseshoe which he has had patented. The frog of the shoe is like an ordinary shoe, but the corks are detachable. There are corks for summer and winter use.—A. B.

BELLEVILLE.

March 24.—The Belleville Rolling Mills plant has resumed work in its third mill, only two mills having been in operation for some months. A large number of extra men were put at work. The company find it almost impossible to keep up with their orders for finished bar iron and horseshoes.

Local retail hardware dealers report business quite active, especially in dairy utensils, sap buckets and paints.

H. C. M.

HAMILTON.

March 23.—Hamilton merchants have formed themselves into an association which so far is without name, the object of which is to co-operate with the civic industrial committee to boom Hamilton. An enthusiastic meeting was held this week at which many of the more prominent merchants expressed their views. The object is to bring industries to this city and to boom the population to the 100,000 mark. It is proposed to have a fund of between $5,000 and $10,000, made up of donations from the city and the merchants and manufacturers who will directly benefit by the association. The first step will be to secure a name for the association, and toward accomplishing this end a competition may be held.

Among the important undertakings in view in the building line, are a new building for Wagstaffe, Limited, at the corner of Maple avenue and Trolley street. The factory will be one storey in height and the foundation and walls will be substantial enough to allow for the addition of other stories later. It was 100 x 140. The cost will be about $15,000. Another work will be the erection of a new edifice for the Herkimer Baptist Congregation at the corner of Locke street and Stanley avenue. The estimated cost of this structure is $20,000. Work on it will be started almost immediately. An important addition is being made to the plant of the Meriden-Britanni Company. It will be a three storey structure and will be erected under the supervision of A. W. Peene, architect.

The Crescent Oil Company will erect a warehouse in the north eastern part of the city. It will be 100 x 60 feet. The Hamilton Bridge Company and the Hamilton Steel and Iron Company will make important additions at an early date. Some new store buildings are in the course of erection at the corner of Barton and Emerald streets for occupancy by the Hawkins Drug Stores Company, and J. Holt, grocer. The Bank of Montreal will build a branch at the corner of Barton street and Victoria avenue.

From what could be gathered from interviews with several hardware retailers and manufacturers the prospects are very bright for a satisfactory business season. So far, however, there appears to be no general activity although some of the merchants and manufacturers report a very satisfactory state of affairs. Nearly all of the manufacturers spoken to stated that numerous enquiries were being received, indicating that there was business in the air if it could only be reached.

Among the wire fence manufacturers there is hope. The railway companies are out to do a lot of fencing this year and they are being keenly watched by the manufacturers. So far enquiries have been received but little business has been forthcoming. Henry Banwell, of the Banwell-Hoxie Wire Fence Company, said that business with them was very encouraging, that every month this year has been far in excess of the same months last year. On the whole the prospects are pretty fair.

The F. W. Bird Company has secured the best evidence of spring briskness in the form of a contract from the United States government for 770,000 square feet of Paroid roofing to be sent to Messina, Italy, for the reconstruction of buildings destroyed by the earthquake. The firm is very busy and is considering the extension of its plant.

There is a noticeable activity in the building line which augurs well for the success of the building trades this season as well as for the hardware dealers. The first touch of spring weather has created a run in paints and the active householders are getting early on the job. Business in paints as a result is reported to be brisk. The same may be said of other lines of builders' hardware.

Frank B. Wright, locksmith and stove dealer, has taken out a permit for the erection of a brick warehouse on Park street between York and Market streets. The building will be used for storage and office purposes. It will be two or three storeys in height and is expected to cost approximately $5,000. W. H. Yeates has the contract for the brick work.—D. L.

GUELPH.

March 22.—The Board of Education finding that there is a great need for technical education in the city, have appointed a committee to get estimates on the cost of the erection of a suitable building and equipment. They also talk of either erecting an additional four-roomed school building in St. James Ward or enlarging the present one.

G. A. Richardson, hardware merchant, has been elected a member of the executive of the Guelph Retail Merchants' Association.

H. Occomore has recently enjoyed a very successful graniteware sale. He stated to your correspondent that he believes that the secret of success in a sale in any line of goods is to have on display the articles the people want most and to mark them at prices that simply make the people who see the goods in the window come in and buy.

L. D. McArthur, of Bond's hardware store, and Morgan White, of Kloepher's, were recently elected members of the Eecutive Committee of the Guelph Clerks' and Salesmen's Association.

The Ontario Government has increased its grant of $20,000 to $25,000 in aid of the building of the extension to the Winter Fair Building. There will likely be some changes made in the plans as the estimates ran from $40,000 up, while there is as yet only $35,000 provided for. Probably the change will be that it will be a cement instead of a cut stone building.

LONDON.

March 16.—Ald. Robert Parsons, proprietor of "Parson's Fair & Hardware" who has two stores in the east end, is opening up a down town business at 263 Dundas Street.

Henry Parock, manager of the London Concrete Machine Company, is erecting twenty dwelling houses in the eastern part of the city.

Wortman & Ward, the local manufacturers have been made a tempting offer to erect a $75,000 factory at Estevan, Sask. Mr. Wortman, however, says he is not seriously considering the proposition at present, but he can't say what he might do later on. The company has just now between seventy-five and eighty men on its pay roll, and Mr. Wortman says he is figuring on an increase in business of at least twenty per cent. over last year.

G. H. Smith, lately representing the McClary Manufacturing Co. in western Ontario, has been promoted to be assistant to the manager of their Winnipeg branch. N. R. Turner has been promoted from the territory east of Toronto, to headquarters, vice Mr. Smith, and Mr. Garnet Maguire, of the cost department has taken Mr. Turner's place.

R. S. Wilson, for the past eight years buyer for the McClary Manufacturing Co., is going into business on his own account at Vancouver.

Retail hardwaremen report business picking up and the prospects most bright. This optimism is largely induced by the indications of a substantial building revival as soon as spring has fairly opened. In the first half of the present month 27 building permits were issued by the city engineer's department, calling for an expenditure of over $42,000. This brings the total value of permits issued since the bebinning of the year up to $137,310.

J. E. Young has taken possession ol the McMurty hardware business.

London will likely make a bid for the big steel plant which Sarnia is after, not for this city, as the concern wants a water front, but for Port Stanley, which would be the next best thing. The Mayor and chairman of the Manufacturers' Committee, believe there is a possibility of the plant being secured for the southern terminus of the city's own railway. The concern which would employ at least 2,000 high wage men, is considered well worth going after.

The latest scheme is a steamboat service between Cleveland and Port Stanley, with traction railway connection with London. A company is being formed to float the enterprise, which will shortly be considered by the Board of Trade.

Another natural gas company is seeking a franchise here. The wells are located in Romney, and the proposition is said to be backed by Pittsburg, Pa., capitalists.

James W. Rowlands, for over thirty years chief clerk in the cost department of the McClary Manufacturing Company, died suddenly this week.

The mayor has received a letter from a large corset manufacturing firm in London, England, making inquiries about this city as a possible location for a Canadian branch of their business. The firm, which is one of the largest of the kind in the old country, is believed to mean business, and the mayor promises to get in touch with it as speedily as possible.

As a result of an order sent out from headquarters at Montreal, seventy-five men have been laid off at the Grand Trunk car shops. They are mostly young fellows, as many married men as possible being kept on. Superintendent Treleaven told the men he hoped for improved conditions, and that they would be given first chance when more men were needed. It will likely be a month at least before things pick up. There are now 390 men on the pay roll, and all are working nine hours a day.

The first toy engine turned out at the factory established by the Trades and Labor Council, for the benefit of unemployed men is now on exhibition, and is really a credit to the workmanship of the men who made it. The promotors of the enterprise claim that from every standpoint the factory has thus far proved a success, and that the best part of it is yet to come. They point out that it took some time to turn out the first engine, as they had to make their own patterns, and there was considerable building and rebuilding before they got in working order. Now that this work is completed they expect to be able to turn out the toys in wholesale quantities.

F. T. Y.

CHATHAM.

March 23.—Country roads are drying rapidly, and as a result farmers are coming to the city in good numbers, to make their spring purchases of wire fencing, rope, nails, and similar lines. Business is generally reported to be picking up. Plumbing is coming up pretty well, and everything points to a good spring trade.

J. C. Wanless has secured the exclusive local agency for the Chicago Jewel gas ranges. The Chatham Gas Company formerly handled this line of ranges, but the company is going out of the stove business. Mr. Wanless received his first consignment of ranges last week, and gave them a good send off with a striking window display, the central feature of which was the $32 Jewel. The display, which was arranged by Sep Poole, had the big Jewel posters for background, and was helped out by Jewel cook books and Jewel "bird books," neatly arranged. A large distribution of these books is taking place.

Jas. E. Gray, of The Ark, has been holding another series of "auction sales" daily, afternoon and evening, similar to those held last year. The same auctioneer, Col. Strong of Boston, is in charge.

The "Auto Buggy" has made its appearance here, three or four of these vehicles being now in daily use. Negotiations are now in progress with a view to the manufacture of the Auto Buggy in Chatham. It is to retail at about $500, and will consequently appeal to people who can't touch the big, heavy and expensive touring cars.

A number of large building contracts are looked for this year. The city board of education has decided to proceed with the proposed addition to the Collegiate Institute. Wilson, Son & Arnold, architects, are drawing the plans, and the structure will cost between $15,000 and $20,000. The Dresden public school board is securing plans for a new school building. T. J. Rutley is architect for a new Presbyterian manse in Harwich. Wilson, Son & Arnold have the plans and are asking tenders for the new Howard township hall, to be built at Ridgetown.

Stephens & Douglas were last week awarded the civic contract for all hardware required for city purposes during the year. Park Bros. were the successful tenderers on castings.

A number of agents representing a St. Louis concern toured the city last week, selling an "anti-splash water filter" for use with water taps. The contrivance sold for 25c. The chief of police, however, insisted that these transients take out the necessary license, and, rather than do that, they passed on.

Jas. E. Gray is showing fancy house numbers in his window. This is a line of trade little pushed by hardwaremen. When the numbering scheme was completed, ordinary aluminum numbers were supplied free by the city. Some householders, however, preferred to buy fancy numbers of their own; and it is possible that, by appealing to individual "good taste," a hardwaremen might be able to work up quite a trade in this line.

T. W. N. Clements, formerly in the tinsmithing business here, left this morning with his family for Prince Rupert, B.C., where he will carry on the same trade.

Mitchell Bros. have received the contract for the steam heating system for the new Princess Theatre.

O. H. Leake, formerly of A. Westman & Co., London, has taken the position on J. C. Wanless' sales staff rendered

vacant by the departure of Harry Shillington for Saskatoon.

Coincident with the return of spring, Westman Bros. have a very timely and attractive paint window. In addition to a big display of Sherwin-Williams' paints, brushes, kalsomine, stepladders, and other more or less remote accessories to painting are shown.

Burleigh Campbell, of the hardware department of the Crawford store, Tilbury, has been appointed leader of St. Andrew's church choir in that town.

John E. Scriven, Tilbury, who recently disposed of his hardware and tinsmithing business to H. Sloan, left last week for Alberta, where he expects to locate.

The Premier Electric Light & Power Co., Wallaceburg, has installed a new boiler, manufactured by the Leonard Co., London. H. A. Stonehouse, general manager for the past four years, is retiring, and his successor will be appointed in April.

Geo. M. Watt of Watt & Sons plumbing establishment, underwent an operation for appendicitis last week. He is reported to be progressing favorably.

ST. THOMAS.

March 24.—Hamilton & Scott are instaling a hot water heating system for J. Hunt, of Glencoe. This makes the fifth plant this firm have installed in Glencoe. They have secured seven other contracts during the week.

Finlay & Glover, Port Stanley, have bought out B, Day, of that place. They will add hardware to their other lines.

W. Mitchell, hardware dealer, Port Stanley, has returned from his wedding trip.

Patticary & Dixon, plumbers, have dissolved partnership. Mr. Patticary will carry on the business in the old stand, while Mr. Dixon has secured new quarters in the east end.

There is always good local competition over the tenders for the city lighting and waterworks departmens. This year Ingram & Davey secured both contracts.

Architect Darrah is asking for tenders for a brick school house for the Township of Yarmouth, to be erected one mile east of the city.

The engineers' building is so far advanced that the roof will be put on this week. The Hamilton Bridge Co. have completed their steel work.

The prices that will likely prevail for wire this season will be: Plain, $2.65; crimped, $2.80; barb, $3.05.

G. A. F.

BRANTFORD.

March 23.—The slogan "Boom Brantford," seems to be coming to a head this year. Your correspondent in speaking to several prominent contractors this week learned that, contrary to general expectations, the building season promises to be a brisk one. One contractor who does a great deal of important work said, "The indications are that this year will be a go-a-head year in the Telephone City, a year much ahead of 1908. Within a radius of six miles of Brantford several schoolhouses will be erected as well as a number of modern farm houses with every convenience. In the city, although there will not be many very large buildings erected, yet there will be a good deal of work. Colborne St. Methodist Church has decided to expend $14,000 in enlarging the present edifice. Park Baptist Church will also make extensive alterations and additions. A number of plans have been drawn up for modern houses, and as soon as the weather opens, the preliminaries of the campaign will be commenced.

It will be remembered that a number of merchants, about 150 in all, were caught by "trial orders" of a New York oil firm. They decided to fight the cases and organized for protection. The Liberty Drug and Oil Co., New York, the firm alluded to, brought suit against Wm. Tipper, and the association backed him up in his defence. It was shown that the orders were to be trial orders, given on the understanding that they could be shipped back if everything was not satisfactory. The oil, which cost the oil company 50c per gallon, sold at $5 for three gallons. Judge Hardy, who presided, thought that there had been tricky contracts and dismissed the case. It is altogether unlikely that the company will prosecute any further cases.

A fire which broke out in the premises of the Brantford Rag and Metal Co., Dalhousie St., did $9,000 damage to the building, and $600 to the contents.

Brantford butchers and grocers, who have a strong organization, have decided to protect themselves in a similar way to the Guelph merchants, and will appoint a collector of bad debts. A black list will also be kept.

An automatic pressure reduction gauge for the reduction of the water pressure in buildings, has been placed on exhibition in J. T. Minnes & Co.'s plumbing store, Colborne St. As it deals with a live issue, it is attracting a good deal of attention.

J. Holman, Plattsville, has been awarded the contract of building the Bruce School, the contract price being $2,500.

A prominent manufacturer informed your correspondent that he had received assurances from the Brantford and Hamilton Electric Railway officials that a fast freight line would be established on the radial this spring and shipping connections made with the lake vessels. This move would make Brantford, for freight purposes, practically a lake port, and would have a great effect on local shipping firms. A radial freight service on the proposed line to Port Dover would still further increase the advantages.

Taylor & Taylor, architects, have drawn up a successful plan for a four-roomed school at Ingersoll.

The general hardware business conducted by Koenig & Wilson, at Paris, for the last two years, has been dissolved by mutual consent. The latter will open up a hardware store in the Allchin Block.

It looks as if the bicycle would boom here this year. The local streets are splendid for bicycling, and as there are a very large number of mechanics who have a good distance to go, it seems "a sure thing" that the trade will be brisk.

A. W.

The Prairie Provinces

Practical Advertising Done by Calgary Firm—Opening for Wholesale at Saskatoon.

CALGARY.

March 22.—Business still continues very good, with very brilliant prospects for the coming season. Money seems to be a great deal more plentiful, and already building operations are quite brisk.

A new central fire hall is to be erected by the city, also three small sub-stations. When these are completed, Calgary fire equipment and fire halls will be equal to that of any city on the continent.

The city building inspector has issued permits to W. R. Eveleigh for two houses in Sunnyside, $2 000; David Jones for one house in Bankview, $1,500; Benson & Houlton, two houses, $2,500; J. H. Haynes, a brick terrace on First St. east, five apartments, $8,000; Wm. Reid, $2,500 residence, and Lea & Goulding for a $2,700 residence.

The Ashdown Hardware Co. had a very attractive display of carpenters' tools in their window last week. The main feature of the window was three different sized arches, the smallest at the front, and largest at the back. The tools were arranged all over the arches, and over the floor of the window. The groundwork of the entire window was of white drapery cloth, which made a very artistic effect.

A. McBride & Co. are laying out the finishing hardware for the new city hall.

Work has commenced on the new steel traffic bridge across the Elbow on Ninth Ave., also on the new bridge across the Bow River fro mSt. George's Island to Riverside.

W. J. Thompson, hardware merchant, Okotoks, called on his friends here last week, on his way home from Ontario. Mr. Thompson informed us that this was his first trip east in eight years, and he has come back more than ever satisfied with the business, business principles and the business prospects as he finds them in Alberta.

A very important business deal has been effected here by the sale of the entire business and real estate of the Dominion Meat Co., to the Morris Co., who are connected with the Swift Co., of Chicago. It is reported also that the new company have purchased a whole section almost adioining the property on which the plant is now situated. They will make very large additions to the present plant, build a new abattoir and erect large stock yards.

Linton & Hall, in an advertisement in the recent special edition of the Morning Albertan, say a few words about the people of our city sending out of town for goods, instead of helping to maintain the city where they make their

money. This practice is being carried on more out of habit, probably, than from any real financial standpoint, for it has been proven that in, yes, we may say, the large majority of cases, where people send away for lines of hardware, that they pay as much and often more than they could buy the same article for right here in Calgary.

WINNIPEG.

March 24.—While there are few who have anything definite upon which to base their convictions, nevertheless the local retailers have a decidedly hopeful outlook with the incoming season. It is known that several very important building permits have been issued, and this looks good to the trade. But with this exception nothing is in view to stimulate the trade directly. The change of season is the natural source for the optimism which prevails and no doubt as business gradually unfolds all expectancies will be fulfilled. It is admitted that hardware goods generally are not moving as they were in some of the recent years, yet the books will show progression, but on a somewhat lower scale. The average retailer does not like to think of a smaller business than that conducted two or three years ago, yet no one is dismayed, and, as intimated before, much depends upon the coming season to recall any superb prosperity previously enjoyed.

R. Wyatt, a retailer of this city, has been taking orders for galvanized iron tanks to serve as basement soft-water cisterns. He has equipped many residences in the city, and will instal his tanks in many of the new houses to be erected this coming summer. Mr. Wyatt also makes a specialty of refrigerators made to order, many of which will be sent out this spring.

As an outcome of what is expected this spring a large stock of paints is being shelved in this city, and throughout the province generally. The Hudson Bay Co., and Watt & Gordon, two old retail stores here, have on hand a larger stock of paints and varnishes than ever before in their history.

The past fall and winter has been a poor one, comparatively, in the stove and range trade. Stoves have not moved as freely as they did a year ago, when the stock was increased liberally, consequently this season the supply was much in excess of the demand. From this can also be seen the decline also in the number of houses being furnished, comparative to previous years. There is at the present time, quite keen competition among the stove manufacturers. It will be interesting to note that American-made stoves have been the most popular all through the West up to the present time. The reason for this has been on account of the light malleable steel which the American firms have been able to put into their ranges. Of late Ontario manufacturers are producing ranges of the same quality, but the American, on first presenting it to the market, have still the lead in stoves and ranges. Another reason why the Canadian stove is not so popular in the West is because the Americans were first to satisfy the western demand in matter of style. The Ontario manufacturer has been slow to note the style of stove required in the West, and insisted upon shipping good selling stoves in Ontario to Winnipeg for Western distribution. The popular Ontario stove has an eight-inch lid, for instance, while in the West there is invariably nothing in demand except the nine-inch lid. The American manufacturers have catered to Western demand, in this respect, as well as in others. They have been more able to do so, perhaps, since this type of stove is in demand in the Northwestern States. However, the Canadian stoves are coming up to the requirements, and no doubt the bulk of the trade will be confined to our home industries in time.

E. E. Sheppard, the manager in this city for the Dominion Bridge Co., has been notified that this company intend expending $100,000 in increasing the output of their plant here. The present output is about four hundred tons per month. With the proposed extension this output will be about twelve hundred tons per month. The company, when the new plant is installed, will be able to carry about four thousand tons of raw material in stock. They are at present supplying the steel to the new union depot, and Nova Scotia bank, now under construction.

C. D. Waldon has withdrawn from active management of the Pease-Waldon Co., of this city. The firm at the present time is in charge of J. T. Sheridan, president Pease Foundry Co., Toronto, and C. F. Sheridan, who has been connected with this branch for some time. The company here are doubling their warehouse capacity at the present time, and are preparing to conduct their business on a much larger scale. Some large orders for furnaces have been received, including an order for furnaces to be installed in the Prince Albert high school now under construction. The Pease-Waldon Co. think it highly probable that a manufacturing plant will be established here some time in the future. At present, the labor situation is such that plans are quite indefinite.

The Pease-Waldon Company, Limited, Winnipeg, announce that Charles D. Waldon, formerly manager of the company, has severed his connection with the company. The new management, under the temporary charge of President J. T. Sheridan, Toronto, are making elaborate preparations to take care of what they believe is going to be one of the best years in the history of the West. They have doubled their warehouse capacity so as to be in a position to ship promptly and thereby avoid delays which are annoying and unprofitable. They will also be in a better position than ever to take care of their steam heating and ventilating business, which has proved so successful, especially in schools, churches and other large buildings. A recent order secured is for the warm air heating of the Prince Albert High School.

L. C. H.

SASKATOON.

March 22.—A wholesale hardware concern is wanted here in a very marked way and any such concern coming in will do well from its inception.

Hardware is very necessary in any new country and here we have a new country which is filling up as no part of the West ever did. Little stores are opening up all over the country. Hardware is their chief staple. They have not sufficient business yet to handle carloads from the East. Scarcely a day passes but people write in from some of these little places asking the names of our wholesale hardware people. We have no regular wholesale hardware concern, but have several good retail stores and they do, in their own way, and to the best of their ability, what wholesale business offers.

Probably there is no better opening in the West than the one I have cited above and any experienced party investigating would find what I have said is not overdrawn.—F. M. S.

British Columbia.

Large Amount of Building Being Done at Victoria and Vancouver—C. P. R. May Establish Car Shops Near Vancouver — A Successful Chilliwack Hardwareman.

VICTORIA.

March 20.—It is a long time since building was so brisk in Victoria as it is at the present time. Twenty-one buildings, involving a total outlay of about $93,750, are in course of construction, or will be under way in the course of a few weeks. The buildings are only those in the hands of one firm of contractors, while other contractors in the city are also busy. Among the structures that are planned are three of a good size. One is a brick, steel and concrete store and office building and will cost about $25,000. Another is a large rooming house of three storeys, to cost about $30,000. The balance of the $93,750 is dwelling houses ranging from $5,000 to $2,000.

H. F. Shade, plumbing inspector, has taken out a permit for a house to cost about $3,000.

In addition to those above enumerated Lim, Bang & Co., a wealthy Chinese firm, are to erect a large brick block on Government Street. The building will have twelve spacious stores on the ground floor, the top floors to be offices and rooming apartments. Construction is to commence at once.

Another Chinese firm are to build a block on Broad Street, to cost $20,000.

The steamer Amur, on her last trip

north took about sixty tons of machinery for the pulp mill of the Western Canada Pulp & Paper Co., now under course of construction. Quatsino Sound, on Vancouver Island. Work is being rushed on the mill and it is expected to be in running shape by the end of the year.

The cutlery and sporting goods establishment carried on on Douglas St. by W. H. Adams, has changed hands, Mr. Adams having sold out to Sweeney Bros., who are making a big bid for the sporting goods trade.

The contract for valves has been awarded to E. G. Prior by the city council at the price of $1,263.05, the Crane valves to be supplied.

Tenders are being called for the erection of a five-storey and basement block by the Times Printing and Publishing Co. to be used entirely by the company in the printing and publishing of their paper. The new building will be among the finest in the city, being of steel and concrete faced with pressed brick and stone.

A change has been made in the firm of J. Barnsley & Co., cutlery and sporting goods dealers, Mr. Barnsley having retired from the business, which will be carried on by his partners under the firm name of J. R. Collister & Co.

F. G. Brenton, representing F. W. Lamplough & Co., wholesale hardware dealers, Montreal, is in town this week. Mr. Brenton found trade very good all the way west and much ahead of last year.

W. B. C.

VANCOUVER.

March 20.—General conditions are very encouraging. The lumber mills, both on the coast and in the interior, are starting up one after another, though in the territory east of the Cascades there are still a number of idle plants. Logs are going up in price, and a rise in the price of lumber is bound to come, for with the raw material at $9 and $10, rough lumber cannot be profitably sold at $12 and $13. An indication of the business in sight is shown by the large orders held by the Fraser River Lumber Company, at Fraser Mills on the Fraser river. These aggregate twelve million feet, over half of which is to be supplied to the G.T.P., the other firms in the contracts being the Rhodes Curry Company, of Amherst, N.S., the Ottawa Car Company, and dealers in the territory west of Regina.

As a result of the sending of a deputation to Ottawa, the King Edward dredge is to be put to work in False Creek without delay, in the construction of a channel which will eventually be part of the waterway to the upper basin where industrial enterprises will be located.

There seems to be some ground for the story in circulation here that the C.P.R. will establish car shops at Westminster Junction, a point 20 miles from Vancouver on the main line. It seems a feasible proposition for lumber from here is shipped to the car manufactories in Eastern Canada. Not only cars but locomotives are talked of, but these locomotives will be mostly for the lumber and logging industry. Many of these are used in this province, with the prospect of a good demand for years to come, since with the logging of areas close to the water, more power will be needed the further back timber is located. The report is that Seattle capitalist have an option on property in the east end of the city.

Building is going for a record. During the past two weeks, the total value of permits was $277,805. Ex-Mayor Buscombe will build a six storey warehouse on Beatty street to cost $20,000. John S. Heyler, architect, has filed plans for a eight storey building on Hastings Street, three lots below the large Carter Cotton building, which will cost $75,000, and which is being erected by a local synidicate. Mayor Douglas and A. E. Thorley will erect a $50,000 block on Granville Street, the architects being Parr & Fee and the contractors, Purdy & Lonergan.

Instead of awarding a contract for the supply of hardware required by the city this year, it will be purchased in open market. H. Darling will supply the paints aad oils required.

NEW WESTMINSTER.

March 20.—The Schaake Machine Works, of this city, has been given the contract by E. J. Fader, also of New Westminster, to manufacture an improved logging appliance which is to be operated by a donkey engine, and of which he is the inventor. The improvement consists of an endless cable revolving on a double drum and wrapped a sufficient number of times to prevent slipping. Mr. Fader claims that with the use of his invention logs can be hauled from any part of the woods and even from the top of a mountain. The endless cable does away with the haul back, and is expected to be a boon to loggers in many other ways.

KAMLOOPS.

March 20.—The general scheme for the reorganization of the civic light and power department, which has been laid before the city council, involves an expenditure of $16,500. This includes the purchase of a comound direct engine, with a capacity of 150 h.p., costing $9,000 ; a 120 k.w. dynamo, indirect, $3,200 ; 150 h.p. boiler at $2,100, new wiring, $2,200, and contingencies, $1,000. This equipment will provide abundance of power.

CHILLIWACK.

March 20.—There is no more respected man in this district than James Munro, the hardware merchant, who by faithful and honest methods of dealing has increased his store from a small stock of graniteware and tinware to one of the leading hardware houses in the province. Nineteen years ago, he moved to Chilliwack from Belleville, Ontario, and started with the firm of A. C. Henderson & Co. In 1891, in a small portion of the store at present occupied by him, he started in business on his own account as a tinsmith, with a small stock of tin and graniteware. Trade increased so that in 1899 he was warranted in putting in a general hardware stock. To-day he is able to buy certain lines by the carload, which enables him to give the best prices to his patrons. Last year, to facilitate business, he erected a warehouse on the rear of his property. To-day he carries a $20,000 stock, including all lines. After being so long in the district, Mr. Munro can lay claim to the unique distinction of having been successful and having few if any enemies. Let him run for any public office and he heads the poll. His advice at the council board is sought after and is always relied upon as sound, and the city finances are safely looked after by him.

THE TRAVELER'S HOME.

When on the road the commercial traveler depends for his home upon the proprietors of the hotels he patronizes. If they do not look after his wants properly he suffers many inconveniences. That is why knights of the grip always go to that hotel which best caters to their wants. This explains the wonderful success of Ottawa's fine Cecil Hotel, the commercial traveler's hotel. Up-to-date in every particular, not one modern convenience which is conducive to the comfort of the commercial traveler is forgotten. In the centre of the business district ; near the railways, most convenient in every way, no wonder it is patronized. The proprietor, Walter B. Walby, for seventeen years spent his time in learning the good lesson in leading Canadian hotels. He saw the want for a really first-class hotel in Ottawa that would cater to the commercial traveler particularly, and the Cecil was established. That the boys recognize his efforts to make as near an approach to home as possible for them in Ottawa—comfortable and convenient quarters and an excellent cuisine service—is amply evidenced by the growing number of them who make the Cecil Hotel their headquarters when in the Capital city.—advt.

HINTS ABOUT NAILS.

An old hardware dealer who had a good deal of experience in the handling of nails for all classes of work was one day asked by a local carpenter for some nails suitable for use in hard woods, such as oak and maple, etc. The carpenter complained that he found great difficulty in avoiding splitting mouldings and beadings made of these woods, and thought perhaps he was not using the right kind of nails. The hardware man smiled and told him that it was a case in which he had often been able to help before. He said : "Take a small quantity of oil and dip the point of each nail in it before driving, when you will have no more difficulty." The carpenter followed his instructions and found, to his surprise, that the merchant's words were true.

J. L. Vokes & Son, Toronto, are getting their new premises at 68 King St. west in order for business. One side of the store is given over to a display of mantels and fire places, while the other has a counter with a battery of glass faced shelf display boxes.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

MANUFACTURER, hardware specialty wants agents for Ontario, New Brunswick, Nova Scotia, on commission. Selling wholesale and retail hardware trade. Box 802, HARDWARE AND METAL, Toronto. [12]

UNITED STATES firm manufacturing a fine line of sheet metals and sheet metal products, such as corrugated sheets, corrugated roofing, roll roofing, metal shingles, also complete line of galvanized buckets, pails, wash-tubs, etc., are anxious to secure good Canadian agents for Montreal, Toronto and Winnipeg. State lines already carried and address Box 814, HARDWARE AND METAL, Toronto. (13)

WANTED—Second hand set tinsmith tools. J. W. Scott, Streetsville, Ont. (14)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

SECOND-HAND tinners' tools. For list apply to Box 807, HARDWARE AND METAL, Toronto. (12)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE and furniture business for sale on Winnipeg Wetaskiwin line in Alberta. Good district. Stock about $5,000, turnover $25,000. Real estate about $2.000. Sell or rent. Address Box 39, HARDWARE AND METAL, Winnipeg. [17]

WELL established general hardware business in prosperous eastern Ontario town surrounded by excellent farming district. A good opportunity. Good reasons for selling. Box 812, HARDWARE AND METAL, Toronto. (12)

BUSINESS CHANCES.

WANTED—Partner wanted with hardware experience to join good tinsmith with established business in important town on the G.T.P railway. References furnished and required. State what capital. Complete particulars furnished on request. Apply Box 4, HARDWARE AND METAL, Winnipeg, Man. (13(

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

60,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

NOTICE—The Village of Langenburg, Sask., is installing a system of Fire Protection and the Secretary is open to receive quotations from manufacturers as to the prices of Chemical Engines and Manual Pumps. Write to The Secretary, Village of Langenburg, Langenburg, Sask. (12)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

AS TRAVELER for hardware, stove, furnace, or plumbers' supplies, wishes to better position. Box 816, HARDWARE AND METAL, Toronto. (14)

TRAVELER open for new position. Has been calling on retail hardware trade in Ontario for fifteen years. Box 815, HARDWARE AND METAL, Toronto. (14)

WANTED—Position of trust, experienced banker, or partnership in broker's or other financial business. Can supply limited capital. Financier, care J. B. MacLean, 10 Front Street E., Toronto. (14)

STORE FOR RENT

NEW STORE to rent in Galt, Ont., opposite the Post Office. One of the best locations in town. It is now under construction, will be completed the first of April, 1909. Size, 40 ft. front, 100 ft. deep. Fine basement under whole building. For particulars address J. C. Deitrich, Box 915, Galt, Ont. [12]

TECHNICAL BOOKS

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept, 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

AGENCIES WANTED

MANUFACTURERS' Agent in Toronto calling on hardware builders, and mill supply trade, desires to secure a few good agencies. Good connection, thoroughly reliable. Box 818, HARDWARE AND METAL, Toronto. (14)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

Practical Furnace and Stove Salesman Wanted—to take charge of Retail Salesroom for manufacturer in Canadian city. Apply Box 810, HARDWARE AND METAL, Toronto. (14)

TRAVELER or experience in the Stove and Furnace Business for the Provinces of Quebec and New Brunswick. Must speak English and French. Address Box 786, HARDWARE AND METAL, Toronto, stating experience, salary, etc. (tf)

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal. (tf)

WANTED—Hardware clerk, must be good stockkeeper and salesman. Apply stating age, experience and salary expected, to Peart Bros. Hardware Co., Regina, Sask. (13)

WANTED—Experienced young man for retail stove and tinsmith business with $2,000 or more to invest, salary given, interest guaranteed and share in profits. Will sell business if desires to purchase now or later. Box 811, HARDWARE AND METAL, Toronto. (14)

WANTED—Hardware salesman to call on mines. Must have thorough knowlekge of general hardware, pipe, pipe fittings, brass goods and steam supplies. Apply Box 28, Cobalt. [13]

WANTED—Hardware clerk, must be good salesman and stock keeper. State age, experience and salary expected. J. S. Moir, Arnprior, Ont. (14)

WANTED—One first-class tinner, capable of estimating and taking charge of shop. Apply with references, stating age and wages expected. The Hick Hardware Co., Lethbridge, Alta. (15)



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Chicago, Kansas City, New York, Minneapolis, San Francisco.
Write nearest office.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph up to Noon on Friday.

Winnipeg, March 23.—There has not been relatively much change in the wheat situation for the past ten days. The market has varied up and down and occasionally the variation has been considerable, as is always the case with a narrow market and the wheat market of the Canadian West has been an exceedingly narrow one. There have been a few days when export trading was good; there have been no days when it could be said to be very active. No advance in prices and no "bull dope" as to the condition of winter wheat seem to have been able to shake the British miller from his serene calm or tempt him into anything like active buying. Stocks are light in the old country, and for a long period the actual world's crop news shorn of all exaggerations, was bullish and yet the British miller with his many million mouths to feed has absolutely refused to do anything but buy from hand to mouth. Now the news on the whole seems to endorse the wisdom of his policy, for taking world conditions at the end of the third week in March they are decidedly more bearish than they were at the end of the third week of February and the season is a month nearer another harvest. This is emphatically so, so far as the Canadian West is concerned. Receipts, which for so long a period after the new year set in, were phenomenally light, began to increase about that time and have steadily increased ever since. Not only receipts in Winnipeg but receipts at country elevators.

Estimate of 1908 Crop.

C. C. Castle, the Warehouse Commissioner, has just issued a report placing the crop of the Canadian West for 1908 wheat alone, at 105,149,354 bushels and this report coincides with the final returns of the various provincial governments. According to the details of this report there are 14,673,154 bushels still in farmers' hands and 12,511,000 bushels in store in interior elevators, making 27,184,154 bushels of the crop of 1908 still to come forward. The seed requirements for 1909 are put at 144,000,000, which is excessive, so that even the figures mentioned as available may be slightly increased. In the opinion of your correspondent the government and Mr. Castle's estimate of the wheat crop is too high by several million bushels, but the amount still to come forward is fully endorsed. There is a great deal of truth in the homely wisdom of an exchange to the south, which remarked some weeks ago, "make the price high enough and it is remarkable what the farmers can do with brooms and shovels in the bin corners." It is quite probable that this report will have the effect of making the British miller still more indifferent in his buying.

There is a factor in the British millers' position that seems to be rather generally overlooked. It is not only that he seems to see plenty of wheat ahead to buy when he needs it but it is more than probable he sees a decreased demand for bread with the 2½ pound loaf doubled in price in the west end and 1½d. higher in the east end of London. It is no use to say that people must have bread, the awful fact is that when times are hard, as they have been all this winter in Britain, an advance in the price of bread means a direct and very noticeable decrease in consumption. The outlook for better times in Britain is not brilliant at the present moment. All these things affect more or less directly the wheat market in Winnipeg.

An Early Spring Expected.

With St. Patrick's day behind them, westerners are talking spring. The weather has been mild and very bright and though throughout the country there is a good blanket of snow, in the cities it has almost disappeared. There seems to be a general feeling that spring will be early this year and implement houses declare they are already beginning to feel the pressure of spring trade. Seed houses report the same condition.

The building trade has certainly felt spring, as within the past week a very large number of excavations for business and residential blocks have been started and are being pushed vigorously. Wherever steal frame work is in course of construction it is being rushed.

Emigrant trains are arriving two and three times a week and the class of settlers coming in is of an unusually high order. The rush of emigration promises to be large this season and immigration officials are making every preparation to handle the rush. The opening of so large a number of homesteads in the Province of Manitoba has concentrated attention more on the older province than has been the case for some years.

The various committees appointed to inquire into the feasibility of a Selkirk Centennial reported to a general meeting the other day and these reports were so favorable that it was unanimously decided to go ahead with the project as fast and as energetically as possible.

Cattle Moving Slowly.

The cattle market is very dull here just at present and there is little coming forward beside some rather indifferent butchers' stuff. Last year at this time quite a few range cattle were moving but so far there is nothing doing this spring. This is probably due to the fact that range cattle were more closely cleaned up last fall than was the case in the fall of 1907 and therefore a new supply will not be available until later in the season.

Dealers in coarse grains, bran and hay report a rapidly increasing trade and an excellent inquiry looking to business later in the season. The projected railway construction is largely responsible for this. Contractors are already getting their outfits under way and the moment the snow is off the ground work will commence in many districts. In some districts in Alberta work has already commenced.—H.

Winnipeg Hardware Markets.

Although trade is quite brisk no change can be quoted in prices. It is rumored that the manufacturers are about to advance the price in a few lines. Iron pipe is unchanged but it will be lowered immediately on the opening of navigation. Builders' supplies are in large demand, locally, as well as throughout the West generally.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg base.

PRESSED SPIKES—½x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅝x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7½ to 8½, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

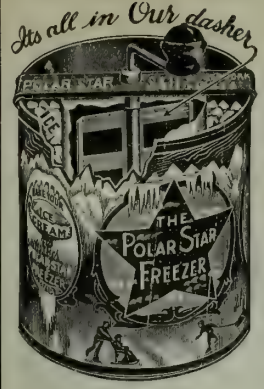
BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.



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Satisfaction for the Customer.
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MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 12¾; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar Iron $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—This is being handled at lower prices than those quoted, in a few quarters. The following prices are necessarily nominal, and lower markets will soon be general. Black pipe, ¼-in., $2.50; ⅜, $2,85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

PAINTS AND OILS — White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbl., $2.40; in keys, $2.55; turpentine, bbl. lots, 65c. Linseed oil, raw, 68c; boiled oil, 3c per gallon advance on this price.

EDMONTON MARKETS.

March 25.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — "MRM" and "Bell," $5.15 base.

HORSENAILS—"MRM," new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

WESTERN CANADA GOSSIP.

The Presholdt Lumber & Hardware Co., Hanley, Sask., have sold their hardware stock to the Rollefson Bros.

The estate of P. E. Tufts, hardware merchant, Fairfax, Man., are advertising the stock for sale by auction.

The B. R. Hamilton Hardware Co.,



CHARLES T. PEARCE, WINNIPEG,

Who has just been transferred from Toronto to Winnipeg by the Pease Foundry Co.

Neepawa, Man., has sold its building and premises to J. P. Shannon, lately of Carnduff, Sask., who takes possession on April 1. The purchaser is a man of wide experience in the hardware trade, young in years, and with ample capital to carry on a large business.

THE BARBED WIRE FENCE.

The luckiest invention in history that of barbed wire, came about by accident. Isaac L. Ellwood, the inventor, in his youth lived in De Kalb, Ill., and having a neighbor whose pigs trepassed on his garden, he put up one day a wire fence of his own make. The fence had barbs and points on it; it was queer and ugly, but it kept out the pigs. It was a real barbed wire fence, the first in the world, and there was millions of money in it, but young Ellwood and his friends laughed at its freak appearance.

One day two strangers saw this fence, perceived how well it kept out the pigs, realized how cheap it was, realized, in a word, its value, and ordered several tons of it from Ellwood. Furthermore, they contracted to sell for a term of years all the barbed wire he could produce. Ellwood borrowed $1,000 and set up a little factory. A few years later on he had paid back that loan, and was worth a small matter of $15,000,000 besides.

R. J. Turner & Sons, hardware and crockery merchants, Truro, N.S., are succeeded by Turner & Co.

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Large Stock of
All Sizes.
CLOSE PRICES
A. C. LESLIE & CO.,
LIMITED
MONTREAL

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

We are headquarters for

Plasterers' Hair

See our travellers before ordering elsewhere

EDMONTON, ALBERTA

The
Condensed Ads.
on page 57
will interest you



Another Big Force Behind
The Sherwin-Williams Agency

PERHAPS you have noticed advertisements in some of the newspapers similar in general appearance to this one. This is an *additional* help we are giving our agents to move the goods. Commencing early in March we started a campaign of newspaper advertising in 180 newspapers in all parts of Canada. It will continue throughout the Spring painting season. It will also be started again in time to influence the fall paint buyer. Most of the papers are of local circulation; some are national. Together they cover the *entire* Dominion, and will be a tremendous force in sending paint buyers to your store for Sherwin-Williams products.

Be sure to have a good stock of

SHERWIN-WILLIAMS
PAINTS AND VARNISHES

THE SHERWIN-WILLIAMS CO., Manufacturers. 550 Montreal, Toronto, Winnipeg.



The Western Stove Makers
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

CAMPBELL'S VARNISH STAIN

The original and only real varnish stain for renewing all **Interior Woodwork, Floors** and **Furniture.**

We would like to tell you about the **Special Advertising Inducements** we offer with an order of these goods.

THE
Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Development.

J. G. Stormes will erect a carriage factory at Shedden, Ont.

John McKinnon has started a woodworking business in Wapella.

Maguire & Sutherland have started a saw mill at Duck Mountain, Sask.

H. A. Metler, St. Catharines, proposes to establish a basket and box factory at Beamsville.

The Enterprise Foundry Co., Sackville, N. B., has rebuilt and reopened its plant burned some time ago.

The North American Bent Chair Company are making extensive additions to their buildings at Owen Sound.

Hart & Carlaw, who recently took over the old Scott planing mill at Galt, are equipping it with modern machinery.

The Toronto and Belleville Rolling Mills Co., Belleville, report things booming. Three mills are now running and over 200 men are employed.

The Atwood Cement Mills were sold recently to James Pearson, Toronto, who is overhauling the plant preparatory to reopening it in a short time.

A wealthy syndicate, whose personnel has not yet been divulged, plans to build large sawmills at Esquimalt Harbor, B.C., at an expenditure of over $300,000.

The Building, Lumber & Supply Co., composed of well known Orillia men, will put up a large factory at Welland. The factory and yards will cover four acres.

Detroit capitalists are said to be about to establish automobile works at Sarnia this year, and possibly will locate there if a rumor from that port is correct.

The Canadian Fairbanks Co., Sherbrooke, are running their factory full time. They are unable to meet demands, and may have to enlarge in the spring.

The Tomiko Mills, have been incorporated to operate a sawmill on the Temiskaming & Northern Ontario Railway. G. B. Ferguson, of Renfrew, Ont., is president.

The Victoria Machinery Depot, Victoria, are enlarging the marine works damaged by fire some time ago. New boiler shops are being erected and an up-to-date plant installed.

Taylor & Taylor, Brantford, are preparing plans for an addition to the factory of Gould, Shapley and Muir, that city, and for the proposed new factory for Harold Sanderson, at Paris, Ont.

Work has been proceeding on the Selkirk, Man., Match Company's factory rapidly lately, and the building is now nearly completed. Matches will be made from poplar wood, and the company are buying up large quantities of it now for their summer operations.

Municipal Undertakings.

London's proposed waterworks extensions will cost $50,000.

The ratepayers of Claresholm, Alta., will be asked to vote a sum of $70,000 for a waterworks system and electric light plant.

Tenders will be received until April 7 by the Secretary-Treasurer of Weyburn, Sask., for sections of the proposed system of waterworks.

The Yorkton, Sask., council have adopted the report of the water and sewerage committee in favor of extending the system at an estimated cost of $50,000.

Application will be made to the Ontario provincial parliament to authorize the Etobicoke Township council to install a sewerage disposal plant for sanitary sewer and drainage purposes.

Tenders for Victoria's supply of 6-inch valves were as follows: W. S. Fraser & Co., $11.50 each; E. G. Prior & Co., $13.50; Crane Co., $15.00. The contract was awarded to Fraser & Co.

Tenders for the supply of cement to Victoria were as follows: R. P. Rithet & Co. $2.51½ per barrel; Robert Ward & Co., $2.65 per barrel; Bostock & Co., $2.51¼ per barrel. The contract was awarded to R. Rithet & Co.

It is estimated that $53,840 will be required by the Hamilton Waterworks Department for improvements, which include $25,975 for the beach pumphouse, $67,000 will be required for water works construction, this amount including $35,000 for extension of mains and $20,000 for new services.

The following contracts have been awarded for waterworks supplies for 1909 at Ottawa: Hydrants and valves, Thomas Lawson & Sons, Ottawa, $2,644; cast iron pipe, T. Sidney Kirby & Co., $15,065.10; lead pipe, McKinley & Northwood, $1,306.77; brass goods, James Robertson, Montreal, $987.95.

The St. Thomas City Council has decided to petition the Legislature for power to go into municipal heating by steam or hot water. The intention is to utilize the present light and power plant, which will not be used after Niagara power comes, to run this system of heating to the city schools, private buildings and residences. At present the City Hall and library are heated by exhaust steam from the works.

Winnipeg's city engineer has presented to the Board of Control his report on cost of constructing sewers. Combined intercepting sewers from Colony and Assiniboine Avenues to Red River north of city, including Cornish Street system, $1,225,000, or storm sewers in same section for dry weather flow only, $400,000. For combined intercepting sewers from Assiniboine River at Clifton Street to Red River north of city, including capacity of that portion of Ward 1, west of Cambridge Street, $3,077,080; sanitary sewers for same section for dry weather flow, $750,000.

Public Buildings.

A new public school is proposed for Windsor.

Flesherton, Ont., ratepayers propose to erect a high school.

The Owen Sound town hall will be remodelled and extended at a cost of nearly $12,000.

The contract for the Fort Erie, Ont., new public school has been awarded to Edgar Burgar.

Fernie, B.C., city council decided to call for tenders for the erection of the municipal building.

A stone school house costing $2,400 will be built in the village of Chamberlain, Sask., this spring.

The erection of a new drill hall at St. John is now assured. A site will be acquired this season.

The Kenora, Ont., town council is negotiating for the construction of a court house in that town.

F. T. Burgess will erect a moving picture and vaudeville theatre at Toronto at a cost of about $20,000.

City Architect Nutter, of London, is busy at work on the plans for the additions to the Wortley road school.

The St. Thomas Board of Education is asking for $3,218 for repairs to various school buildings during the current year.

The Winnipeg Horse Show Association has had plans prepared for a large amphitheatre to be erected in the near future.

W. E. Doran, Montreal, has awarded to C. E. Teakin the contract for the erection of the United States immigration offices.

Leslie & McNeil, St. Mary's, Ont., have been awarded the general contract for the erection of the new post office at Leamington.

It is reported that $250,000 has been bequeathed with which to erect a building at Toronto to be known as the Burns Memorial.

Tenders are invited by C. M. Borter, Niagara Falls, Ont., for the construction of a four roomed brick school building at Stanford, Ont.

The congregation of St. Matthias have decided to proceed with the construction of a new church at Westmount, Que., at a cost of $25,000.

Chas. Pasternack and Simon Rabinovitch will remodel, for theatre purposes, at a cost of $15,000, the old Agnes Street Methodist church, Toronto.

Mayor Robinson, of Kamloops, B.C., has presented to the City Council a scheme for the erection of a new city hall and the carrying out of other public works at a total cost of $100,000.

Andrew Carnegie has agreed to donate to the village of Milverton the sum of $7,000 for the erection of a public library building, with music hall, providing the village will supply a suitable site.

General Building.

The Y.M.C.A. will erect a $40,000 building at Moose Jaw.

The Saskatoon Club will erect a $10,000 building some time this year.

H. N. Smith will erect at Toronto a row of dwellings to cost $30,000.

Angelo Calori is erecting a new $125,000 hotel building at Vancouver.

G. E. Case will erect four detached dwellings at Toronto, to cost $12,000.

Moore & Henry will erect a terrace of four residences at London for Arthur McClary.

The erection of a big apartment building will be started at Saskatoon at an early date.

T. Baker, Prince Albert, has purchased property on which he will erect a large business block.

Eighteen Shatford, M.P.P., plans within a year to erect a four-storey business block at Victoria.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

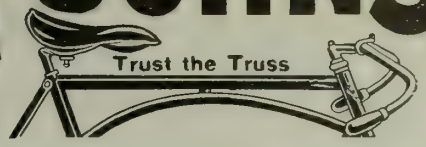
WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IVER JOHNSON



Truss Bridge Bicycle

STRUCTURALLY AND MECHANICALLY CORRECT IN EVERY DETAIL

¶ The value of the truss as a factor for strength and rigidity is exemplified by its employment in bridge construction. The truss is generally regarded as the most scientific means of supporting weight between piers, having the peculiar property of stiffening under pressure.

¶ The truss in the frame of the Iver Johnson gives an added strength and rigidity that makes a stronger and an easier riding bicycle. Other superior features of the

Iver Johnson Truss Bridge Bicycle

are the Iver Johnson solid forged fork-crown, of which we have not known one to break in the years that we have used it, and the Iver Johnson two-piece crank-hanger which is at once the strongest and simplest ever used on a bicycle.

¶ These combined features make this bicycle the best selling on the market; an Iver Johnson sold remains sold,—is proof against "come-backs;" and is the best advertisement you could have.

¶ The prices are no higher than those of poorer makes: but a bigger profit is ready for the man who sells them.

OUR AGENTS' PROPOSITION

is well worth looking into, if you want to make good money on a good proposition

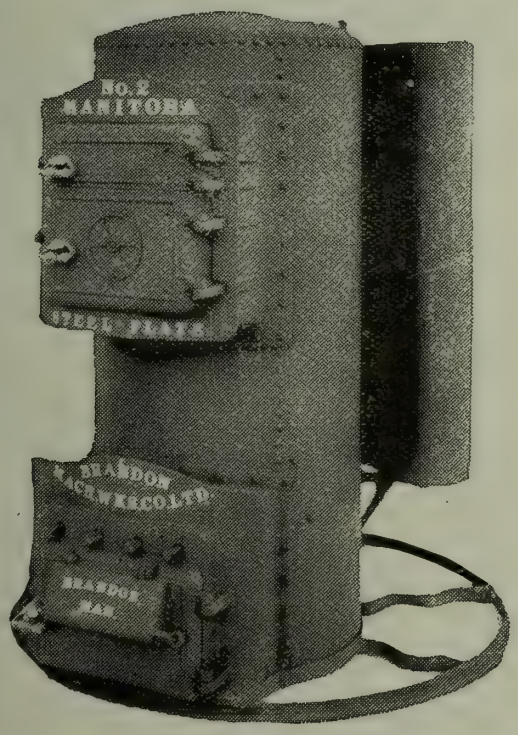
Write us to-day

Iver Johnson's Arms & Cycle Works

Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

Pacific Coast Distributors: BAKER & HAMILTON, San Francisco, Cal. New York: 99 Chambers St.

Southern Selling Agents: HENRY HEIDEL & CO., Baltimore, Md.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

A site is being selected for the erection of a new hall for the Knights of Columbus at Winnipeg.

Thomas Smith has taken out a permit for a building to be erected at Ottawa at a cost of $12,000.

J. Perrault, Montreal, has prepared plans for eight two-storey dwellings to be erected there for J. M. Derion. Estimated cost of buildings $18,000.

The National Finance Company has taken out a permit for the erection of a business block at Vancouver at a cost of $30,000.

The I.O.O.F. Hall Association have purchased property at Toronto on which they will erect a new lodge building, to cost at least $60,000.

The Fathers of the Holy Ghost, who conduct an agricultural college on the old Alonzo Wright property, near Hull, purpose enlarging their institution.

Plans are being prepared for three business blocks to be erected in the vicinity of the city hall, Prince Albert, for D. Agnew, Andrew Holmes and G. W. Baker.

It is understood that Stopes & Fuerstman, Saranac Lake, N.Y., are preparing plans for the erection of two sanitariums, one at St. Agatha, and the other at Quebec.

Preparations have begun for the building of about 40 semi-detached brick houses at Carlton, near Toronto. The cost of the undertaking will exceed about $50,000.

An eight-storey apartment house is to be built at Ottawa. It is said that Hon. William Pugsley, Minister of Public Works, and several Montreal capitalists are behind the venture.

The contract for the erection of the head office of the Royal Bank of Canada at Winnipeg, will be awarded shortly and the work of construction commenced as soon as weather permits.

Jos. Sawyer, Montreal, has prepared plans for a three-storey building to be erected there for F. Harel. It will have electric lighting, open plumbing, hot water heating and metal ceilings. Cost of building, $55,000.

The erection of a large brick and concrete addition to George Sparling's block, at Saskatoon, will shortly be commenced, while a large central site has been purchased by the A. Carruthers Company, who will build in the near future.

E. LeRoy Wills announces the formation of a syndicate of prominent Montreal and Sydney capitalists, with capital of $150,000 for the purpose of enlarging and reorganizing the Sydney, C. B., hotel. Salt water baths will be installed.

New Companies.

The Marceline Company of Ontario, Toronto; capital, $3,000 to deal in metals and machinery. Incorporators, Marcel Wormser, New York; and B. Frank and M. L. Lowenthal, Buffalo.

The Unicell Bell and Signal Co., Montreal; capital, $49,000; to make electric bells, annunciators, batteries, etc. Incorporators, R. T. Heneker, A. H. Duff and W. S. Johnson, Montreal.

Mace Mfg. Co., Montreal; capital, $20,000; to manufacture ice cream freezers and novelties. Incorporators, A. H. Mace, R. T. Heneker and A. H. Duff, Montreal.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Booklets on Heating.—The Jas. Smart Manufacturing Co., Brockville, Ont., have recently issued very attractive booklets describing in detail the construction and operation of the Kelsey Warm Air Generator for home, church and school heating, also giving a few opinions of the users. The manufacturers state that 35,000 of these heaters have been sold since 1889, and principally to home users who have investigated, and that over 7,000 have been placed in churches, schools and public buildings. The claims for the efficiency, healthfulness and economy of the Kelsay Warm Air Generator are based on the following: (1) Its superior construction with zig-zag heat tubes or sections; (2) The great heating surfaces of these tubes and their weight; (3) The method of warming large volumes of fresh air by passing in separate currents through these heat tubes; (4) The even, positive circulation of the warm-air currents which may be controlled and forced to distant and exposed rooms; (5) Most economical use of fuel, because all the heat is utilized with the minimum loss of same in the cellar or up the chimney; (6) Ease of management, low repair expense, and actual results secured during the seventeen years it has been in use.

Artistic Calendar.—The calendar just issued by Allis-Chalmers-Bullock, Limited, Montreal, is strongly Canadian in its predominating features. The picture which occupies the upper part is entitled "The First Engineers" and is a most appropriate title for the calendar issued by Allis-Chalmers-Bullock. It shows a family of beavers at work damming a stream, and is a reproduction of a painting by Arthur H. Hider, a Canadian artist. It is in natural colors and will be quite an attraction to any office in which it is hung. The calendar is for twelve months, dating from March, 1909.

Heating Features for 1909.—The Percival Plow & Stove Company, Merrickville, Ont., have issued announcements of the new features in their heating goods, including a new gas attachment for their "Colonial" and "Colonial Prize" ranges. The "Imperial Oak" base burner is another new line this year, it being made both as a single and double heater and is very powerful. A description of their full line of wood cooks and box stoves in all sizes and styles is also available to readers who send for the company's reading matter.

Rifle Price List.—Finding that their plan of supplying Canadian retailers through the jobbers with Marlin arms at definite net figures, has met with the approval of the Canadian trade, the Marlin Company is sending out revised, up-to-date Canada dealers special net price list, giving net cost prices on all standard Marlin arms, f.o.b. jobbing points. The Marlin Company has discontinued Models 17, 18 and 21 and added the following new goods: Model 25, 22 calibre repeater, using 22 short or 22 C.B. caps; new Marlin trap gun,, 12 gauge, take-down, straight grip; the new Model 26 Marlin repeating shotgun, 12 gauge, non-take-down, straight grip. The great advantage of this net price list is that a retailer can tell instantly his cost of any standard Marlin rifle or shotgun, and can quote instantly without delay of writing for a special quotation.

Shovels, Spades, Scoops.—The Canadian Shovel & Tool Co., Hamilton, have just issued and are sending to the trade their new catalogue of shovels, spades and scoops. This company are manufacturers of the "Skelton" patent solid neck socket shovel, made from one piece of bar steel without weld, and they also make the "split D" handle for shovels. The various shovel lines made by them are rehandled at cost if they are returned. The catalogue has a novel index at the back, which in a line gives a description of the article named.

Practical Farm Buildings.—Under the above title F. W. Bird & Son, East Walpole, Mass., and Hamilton, Ont., have published a booklet of plans and suggestions, edited by A. F. Hunter. A very complete chapter is that devoted to poultry houses which treats its subject matter in all its phases and, besides, being of special value to hardwaremen handling the articles named therein, is interesting from an ordinary reader's point of view and really necessary to the poultry fancier. Barns and stables are treated in another chapter, and cattle sheds and pig pens are also dealt with. Paroid roofing and Neponset red rope roofing are touched upon and the various other lines made by Bird & Son are enumerated. The booklet is very fully illustrated and hardwaremen will find it worth writing for.

Useful Book Free.—"Aid to Shippers," is the title of a 72-page book containing a quantity of information of value to all engaged in the export or import trade. The book is issued by Oelrichs & Co., of New York, for more than forty years the American representatives of the North German Lloyd Steamship Company, who by reason of long experience are qualified to advise. The table of foreign moneys with United States equivalents, together with weights, measurements, tariffs, customs requirements, etc., etc., will be found of great value. "Aids to Shippers" will be send, postpaid, on request to Oelrichs & Co., Forwarding Department, 5 Greenwich St., New York.

The Princess Hotel Co. has been incorporated and will erect a 16-storey modern hotel at Winnipeg.

News of the Paint Trade

THE SPRING CAMPAIGN.

Having decided upon his scheme of general advertising, the paint dealer in preparing for the spring campaign, should set himself out to consider his window displays. Here we have something that necessitates practically no outlay of money, only time, thought and attention, and yet it is one of the most effective means of advertising that a store can command. But there must be plenty of time, thought and attention if the merchant wishes to get the most value out of the window.

Effective displays are not a matter of placing a few tins of paint in a window, and letting them stay there. To focus the eye of the street as it were; to hypnotise the hurrying passer-by, and make him think of paint when the previous moment his thoughts were fixed on something totally differnt, needs much more than a careless grouping of paint tins once in awhile. The window must be made to radiate paint, and that can only be done by careful and artistic display.

But the merchant having arrived at such a window design must not be content with that, and allow its effects to fade away by reason of being continued too long. Monotony in a window is as bad as having no window at all. Follow one effective design by another. Keep knocking. It may not be necessary to change the whole construction of the design, but alter it in some way that the effect of the first window is not lost but is felt all the way through. Keep up the interest.

Luckily, the merchant has plenty of material upon which to work. Paint tins with their effective decorative labels lend themselves to a number of effective designs, while over and above this, the dealer has the co-operation of the manufacturer—a co-operation which does not exist to the same extent in any other line. Window trims, color cards, hangers, posters, and everything that the ingenuity of man can suggest and money buy, is at the command of the dealer. The manufacturer spares no expenses to help him, and there is no doubt that by the exercise of care and attention, the dealer can run a series of windows that will be equally attractive, and yet different in design.

But to do this it is necessary that the merchant should give a considerable amount of attention to the subject. He should think over and prepare his windows in advance, and not wait until the morning of the first spring day to work out his design. If the merchant gives his ingenuity full play he can readily evolve some designs that will radiate paint through the street, and advise the public that not only is the merchant a progressive man, but he means to see that the district is properly painted for once, and that he is the man for the material, The merchant, therefore, should start to figure out his window displays at once. It is the man who plans ahead who gets the best value out of the work.

W. J. Savage, Kingston, has the painting contract for the new observatory at Queen's University, that city.





White Lead

Few articles have such a reputation for honesty as "Tiger" Brand White Lead.

It has grown to be a household word among painters where an article is required tnat gives universal satisfaction.

"Tiger" Lead is made from strictly pure White Lead and pure Linseed Oil, containing no adulteration whatever.

Every package bears the yellow guarantee label of the White Lead Association of Canada.

The Montreal Rolling Mills Co.

Paint and Oil Markets

MONTREAL.

March 26.—General trade seems to be going off with a swing, and shipments have been encouraging to all parts of the Dominion. Orders are of a heavier character, and dealers seem to be getting ready for a good spring demand. Prices have been very steady for some time, and except for a sagging in Paris green, which is yielding somewhat to pressure to make sales in some quarters, the markets are firm. Ready-mixed paints are showin great improvement, and shipping in all size tins is becoming heavy.

TURPENTINE—The spring crop is now moving, and coming into contact with ample stocks which have been carried for some time, the situation is none too strong. Turpentine "farmers," however, do not care to recede from present-day quotations. We continue to quote 58c for single barrels, net 30 days.

LINSEED OIL—With more seasonable weather linseed oil is showing greater activity. Buyers are not displaying such a cautious spirit, and the outlook is much better. There is no change in quotations: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; Strictly net, 30 days.

GROUND WHITE LEAD—The improvement noted for the last two weeks continues, and a most satisfactory business has developed. Prices are unchanged, and we quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Stocks are very much depleted, and to keep up with the demand now being experienced, good shipments are arriving via Halifax and St. John to fill up stocks before the Montreal shipping opens. We quote: Genuine red lead in casks $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

LIQUID PAINTS—A healthy improvement is noticed on all sides in liquid paints, not only for small tins, such as half-pints and pints, but in one-gallon and five-gallon packages. Dealers are evidently preparing for a good spring demand.

VARNISHES—Strong trade is now in evidence for shellacs, both orange and white. Household, furniture, and carriage varnishes are reported as being in good demand at steady figures.

PARIS GREEN—No change is being made in published prices, but the market is none too strong, and we hear of orders for good round lots being shaded in price.

WHITE ZINC—The call is light, but prices are unchanged, and we quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—This line has resumed activity. All general orders seem to include a fair amount of putty, and good trade is opening up. There is no change in prices, and we quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs. in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

March 26.—Quietly steady about covers the paint situation this week. There is an improvement noted over last week, but it is very slight. What is wanted is a week of continuous sunshine to make the market have vim. Spring orders continue good, but they are scattered.

Leads, varnishes and putties are in good demand just now, showing the transition from winter to spring lines, although all paint goods are asked for in bookings.

Paris green in most cases is booked for May delivery, but it looks as if delivery a month earlier would pay hardwaremen better, especially since the Government bulletin was issued calling attention to the fact that April spraying of fruit trees would do more good than in May or later on in the warmer weather. Irregular prices prevail. They could hardly be called cut prices, for as a rule hardwaremen placed their orders for this year's green some weeks ago, and the present demand is rather light.

LINSEED OIL—The market price remains stationary, but with the fine weather the local demand has increased and if it continues business in this line is sure to improve. At this season of the year occasionally prices are broken by low quotations in Great Britain, but at the present there is no indication of this happening. The Glasgow Herald, a Scottish paper usually well informed in these matters, says, that the linseed oil market is in a healthy condition; that the prices which in 1905 were £7 per ton for oil lower than they are at the present time was occasioned by an overwhelmed supply of seed from the River Plate country, but this year all the supplies from the Argentine have been well absorbed; that consumers of oil for some time past have purchased only for their immediate requirements and that prices for the future are now at a slight premium; that there is no large quantity of seed expected this season now from the River Plate, neither is there any indication of an extra supply from India, and the cost of linseed oil for cargoes to arrive in Toronto now, all cash, would be about the same as the jobbers here are selling 5-barrels at. 59c and 62 cents are the prices for single

When you sell Paint sell the Real Thing

Give your customers paint that is all paint, pure paint—no adulterants.

Give your customers what you know will do absolutely satisfactory work.

"English" Liquid Paint

is guaranteed pure paint, with a formula on the can. This formula shows the base on which the paint is made, 70% pure White Lead (Brandram's B. B. Genuine) and 30% pure Zinc White, mixed ready for use with pure linseed oil, pure turpentine, and dryer.

This means satisfied customers; brings them back to your store and sends their friends to you.

Just send us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MURESCO

THIS IS WHAT A CUSTOMER SAYS:

Winnepeg, Man. Feb. 21st, '09.

Messrs. Benjamin Moore & Co., Limited
Toronto, Ont.

Gentlemen:

I have been using your Muresco for the past two years, and I think it is the best in the market. I have used all the different kinds nearly, and find that none give the satisfaction that Muresco does.

Yours,
Thos. Lyons, 161 James Street

THIS IS FULL OF MEANING FOR YOU

You can easily build up a big Muresco business as everything is favorable to that end. It is the finest preparation for wall purposes, and does better work at less expense and less trouble than any other. It never fails to give its customers the fullest measure of satisfaction—which makes it a ready seller.

Write For Prices And Cards

Benjamin Moore & Company, Limited

Makers of Muresco and high-Grade Paints, Colors and Varnishes

WEST TORONTO, Canada

NEW YORK, CHICAGO, CLEVELAND



Let Us Set Him To Thinking.

All that some people need to influence them to action is something to make them think. Lots of people could be secured as your customers if they were reminded in a tactful way that their premises could be improved by the application of the painter's brush.

Have you ever taken notice, Mr. Dealer, of how many buildings in your territory really need painting and the owners of these places seem to be utterly oblivious of the fact? We have a plan for arousing interest on this subject in the minds of the people who would make good customers.

This plan of co-operation has proved a success with Martin-Senour paint dealers, and we would like to co-operate with you in the same way for the advancement of your paint trade. We'll do it if you will get in touch with us. What do you say? Send us your name and address on a postal and let us talk it over.



The MARTIN-SENOUR CO., LTD.

Pioneers of Pure Paint

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.

barrels of raw and boiled oil, respectively; 5-barrel lots are 58c and 61c.

TURPENTINE—In regard to turps the price has been unchanged at Savannah for the past ten days with very small quantities arriving. It looks, therefore, as if some advance might take place. The only thing that is likely to prevent this is in the case of parties who are making turpentine from old timber being able to persuade the consumers that it is as good as turpentine made from live trees. Single barrels are at 58c; two to four barrel lots 57c; and 5-gallon lots, 63c.

WHITE LEAD—Whether or not it is true that some cutting was done recently there is certainly a decided brightening up of orders in the lead lines. Market quotations are held at the prices prevailing since the opening of the year: No. 1 is $5.40 to $5,65; pure white, from $5.80 to $6, and a superior line is offered at $6.25. Genuine red lead is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs. Good business is being done.

PARIS GREEN—Irregular prices are being quoted, but the great bulk of this season's orders have already been booked. Jobbers are asking that customers take their supplies earlier than May. 25-lb. drums are 21¾c, and barrels are 20½c.

STAINS AND VARNISHES — Beginning to move more freely are these two lines. The coming of the summer season has prompted hardwaremen to include varnishes in their orders. These orders call for delivery next month. Prices are grming up, though unchanged from the figures of the past few weeks.

GLASS AND PUTTY—Putty is getting quite active, though glass continues quiet. Some little putty is going out now, though the bulk is called for in future deliveries. Prices unchanged.

PETROLEUM—Demand is lessening somewhat. Stocks, however, are slow, and dealers are awaiting the finer weather to import and stock up for next season, The past winter was a very good one from the business viewpoint. Prime white is 13½c; water white, 15½c; and Pratt's astral, 17½c.

NEW PAINT WORKS AT OTTAWA.

The large new factory at 687 Wellington Street, Ottawa, is now occupied by the Ottawa Paint Works. This new structure is 48 feet by 104 feet, and is a two-storey building with a basement, and thoroughly modern. The basement, which has a solid concrete floor is used for a storeroom for manufactured goods and glass, while on the ground floor are to be found the offices, stock room, sample room, and a portion of the manufacturing plant. The offices and sample room are particularly neat, being finished in mission style. On this main floor, where much of the manufacturing is done, a new lead mill is now being installed, and the company will in future manufacture all its own white lead. Several paint grinders, of the latest make, are operating on this floor constantly, as well as mixers, and other machines. The stock room is systematically arranged. On the second floor stock is stored also, while considerable manufacturing goes on here, too. T. C. Hickman, one of the partners, has charge of the manufacturing side, while J. M. Young, the other partner, looks after the sales and financial end of the business. One feature in connection with the factory is the magnificent light, windows occupying almost as much space as the brick itself.

LINSEED OIL MILLS OPENED.

The Manitoba Linseed Oil Works, located at Winnipeg, began operations at the big $75,000 plant on March 15. The capacity of the enterprise is 2,000 gallons daily, and a staff of a dozen skilled men will be employed. G. T. Mumford, the general manager, says the opening of the plant will consume a large quantity of grain and the product will be shipped as far west as Vancouver, and into the remote north. This is the second linseed oil plant in Winnipeg.

IMPURE PAINT IN TEXAS.

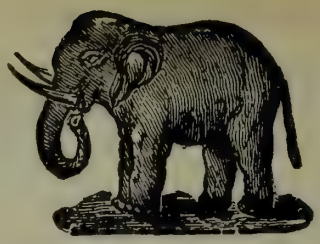
In a bulletin just issued by Dr. G. S. Fraps, chemist of the Texas experiment station, a law regulating the sale of paints in Texas is advocated, and statements of adulteration which has been found are made in the duscussion of the subject.

It is estimated that paint to the value of $3,000,000 is sold in Texas every year. Dr. Fraps says: "Eleven samples of white lead in original packages were collected by us and subjected to analyses. Four samples were found to be of high purity, five contained 75 per cent. or more of barium sulphate, two of these five did not contain any white lead at all and the remaining three did not contain over 5 per cent. The other two white leads, so called, contained about 35 p.c. to 40 per cent. white lead, the remainder of the pigment consisted mostly of zinc oxide and carbonate of lime. Four of the samples of white lead referred to were sold in small packages, but they were sold as white lead and nothing else. The other three were sold in larger packages and undoubtedly represent adulterated white lead which has been sold in quantity for painting purposes. It is evident that while pure white lead can be purchased in this state, there are a number of pigments sold under this name which either are not white lead at all or are highly adulterated.

"Fourteen samples of mixed paints were examined. Four were pure lead and zinc paints. Six samples contained 10 to 15 per cent. carbonate of lime, three contained 36 to 58 per cent. barium sulphate, one contained 15 per cent. carbonate of lime and 15 per cent. clay. Two of these paints contained benzine, an inferior substitute for turpentine. Some appeared to contain linseed oil adulterated with resin oil and one contained linseed oil adulterated with a mineral oil."

Dr. Fraps believes there should be paint laws requiring the exact composition of all paints to be printed on the label, expressed in terms approved by the officer in charge of the law and there should be a penalty for any statement about paint material which is false or misleading.

E. W. Cook, paint and wallpaper dealer, New Westminster, has sold his business.



All the World Knows that when the "Elephant" is on a Keg or Iron of Genuine White Lead it is the Best White Lead that Money will Buy.



The CANADA PAINT CO., Limited

Montreal, Toronto, Winnipeg

RAMSAY'S AGENTS EVERYWHERE!



We are all interested together now. You have your paints. The season is upon us. Are you preparing to make it a big paint year? It promises to be the biggest paint year that ever happened.

Let us help you to make

RAMSAY'S PAINTS

the big success in your town, they are in other towns. Already our fence Posters are at work. Our newspaper "ads." are appearing all over the country. Let us

WORK TOGETHER

Look over your cards. See that you have them handy Get out your signs, dress up your windows. Write us—tell us who is painting—who should be painting. We help.

Ramsay's Agents Everywhere

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

The Painting Season

Keeps the Hardwareman Busy Selling

Standard Finishing Varnishes

There are no more reliable or dependable lines for the merchant who desires to retain his share of the painter's trade. What causes them to have such a hold upon the good opinion of all users? Their lustre, durability, uniformly good quality and free working properties.

Our booklet will interest you

Standard Paint and Varnish Works Co.

Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.

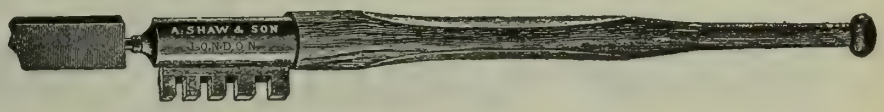
Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

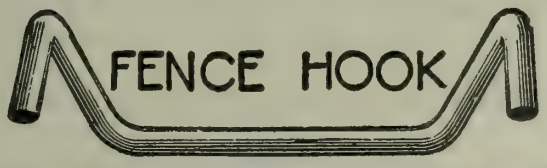
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***



CLEAN HANDS

I can draw an accurate gallon of oil without soiling my hands in the least with my

BOWSER
SELF MEASURING
OIL TANK

That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5457. There is something in it for you.

S. F. BOWSER & CO., Ltd.
60-68 FRAZER AVE., TORONTO

"Lemons" in your hardware stock

By "lemons" we mean lines that are such "slow sellers" they make you feel "sour" when you think of them. Probably the worst kind of "lemons" in a hardware stock are the whiting and glue, etc., "imitations" of Alabastine—the gypsum rock cement wall coating. The name and fame of Alabastine are known all over America. It's the wall decoration your trade wants. The "imitations" are "dead one's." Order.

Alabastine

FROM YOUR JOBBER OR DIRECT FROM
Alabastine Co., Ltd., Paris, Ont.

House Cleaning Season Here

All enterprising dealers are on the lookout for securing and pushing seasonable specialties. No better line just now than

Elastica Floor Finish

It is sold in sealed cans only and is elastic, durable and quick-drying. It is also an exceptionally fine preservative because it retains its lustre and protects wood under the severest wear and washing.

Write us for our Prices and Quotations

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL.

The purity of Linseed Oil is the dominant note, but then it must have strength, too, for mixing with certain paints and varnishes.

The quality of the oil depends upon the soundness of the flax. All our flax seed is selected which we know produces the best Linseed Oil. For years we have been striving towards perfection.

We claim that we have a product to-day that is unsurpassed. It is easy to say that. Let us prove it. Backed by our guarantee. The shrewd buyer wants to know "why" always. We will tell you if you will let us. : : :

Order a Sample Lot

Canada Linseed Oil Mills, Limited

Wilckes Martin Wilckes Co.

The Largest Manufacturers of

LAMP BLACK and finest quality



Get the

BEAR BRAND of GERMANTOWN

For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.



Made in Canada

Island City Dry Colors

Our

Permanent Reds
Vermilions
Greens
Blues
Yellows

always give satisfaction.

P. D. DODS & CO.

Limited

Montreal, Que.

QUICK

A Want Ad. IN HARDWARE AND METAL

will reach practically every Hardware Merchant in Canada, from Halifax to Vancouver, within four days.

If you are a clerk and want to secure another position; if you are a Hardware Dealer and want to secure a clerk—in fact, if you want anything in which the Hardwaremen, Clerks, Travellers or Manufacturers are interested,

USE OUR

Condensed Ad. Column

RATES:

2c. per word first insertion
1c. per word subsequent insertions

HARDWARE AND METAL

Montreal Toronto Winnipeg

Decoration Counts

a whole lot in children's toy wagons. A boy wants a wagon that makes a brave show. That's why you can sell more

BUSTER BROWN
Children's Express Wagons

than any other make. They are beautifully painted and striped, very strongly made and easy running. Made in several sizes at popular prices.



Ask for our quotations

The Woodstock Wagon & Mfg. Co., Ltd.
Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

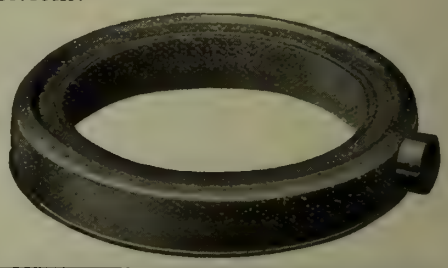
NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

The Sprinkler with the "MIST LIKE SPRAY."
No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.

Do you want a sample for comparative test.
Post paid to any dealer at the wholesale price.



THE STANDARD STAMPING CO.
Marysville, Ohio, U.S.A.

Do You Want Anything?

Try a Condensed Ad. in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency
313 New York Life Building - MONTREAL

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized Flat Sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

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HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for cour business yard.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.
"Best in the World"

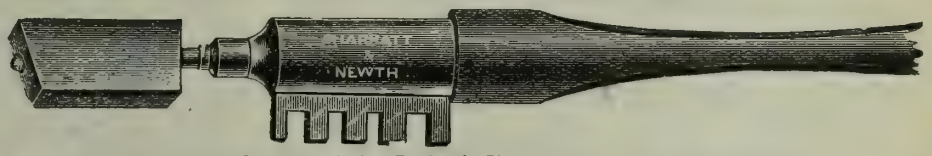
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardwre and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

March 27, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb. 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 00
Cut lengths, round, bars, ½ to 2 in	23 00	
Plain sheets, 14 oz	21 00	
Plain, 16 oz,, 14x48 and 14x60	21 00	
Tinned copper sheet, base	24 00	
Planished base	30 00	
Braziers' (in sheets). 4x8 base	0 23	

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
"	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 45

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 50
Middlesboro, No. 3 pig iron	19 50	21 00
Summerlee, No. 2 "	20 50	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (8oo)	....	25 00
Angles	2 60	2 50
Common bar, per 100 lb	1 90	1 95
Forged iron	2 05	2 15
Refined "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel	1 90	....
Sleigh shoe steel	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)	2 25	....
Reseled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$31 50 31 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
I X X 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 25
I X, 14 x 20 "	....	5 00
I X X, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	....	6 75
" 14x60, "		
" 14x65. "		

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 65	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75
Cut sheets ½c. per lb., extra		

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 12½
Light copper bottoms	0 10	0 11
Heavy red brass	0 10	0 11½
" yellow brass	0 08	0 09
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.
Standard Compression work, 65 and 5 p.c.
High grade Compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " " 1 65
No 7 Fuller " " " 2 00
No. 4½, " " 2 00
Patent Compression Cushion, basin cock, hot and cold, each $1.25
Patent Compression Cushion, bath cock, No. 2208, each 2 20
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15. 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—60 p.c.
Steam Radiators—60 per cent.
Wall Radiators—60 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	2 86
⅜ "	2 25	3 08
½ "	2 63	3 48
¾ "	3 56	4 71
1 "	5 11	6 76
1¼ "	6 97	9 22
1½ "	8 37	11 07
2 "	11 16	14 76
2½ "	17 82	23 57
3 "	23 40	30 95
3½ "	29 45	38 9
4 "	33 48	44 28

Malleable Fittings—Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 20½
25-lb. drums	0 21½

PIGMENTS.

Orange mineral, casks	0 09
" " 100-lb. kegs	0 09½

N. W. TRADE MARK

ALWAYS RELIABLE



RETAILS AT
TWO DOLLARS

PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 58 0 58
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
" Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's O.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
85 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	43 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	" 0 95	1 65
English	" 3 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in	per 100 lb.	4 75
over 12 in	"	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness, crescent, 10 inch, doz		2 25
" No 141, 10x12, doz		1 00
Hat & coat, crescent, plated, dz.		0 75
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
¼ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb.	2 20 2 40
Solid	"	1 50 1 75

SASH CORD.

Per lb		0 25 0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German	per doz.	7 00 9 00
American	"	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.		
Canadian, 25 to 27½ per cent.		
Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball peen, per lb.		0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.	
Shingle, Red Ridge 1, per doz	4 40
" " 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00 9 00

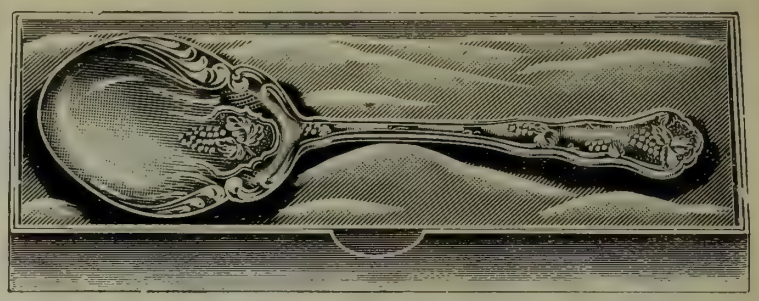
Grape Berry Spoons

Handsome Designs

With Silver Bowls

Artistic Patterns

With Gilt Bowls



The McGLASHAN CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each.... ..... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14 75 and 2½, doz..... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English, ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Diston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Double strap hangers, doz. sets....	6 40	
Standard jointed hangers, "	6 40	
Steel King hangers "	6 25	
Storm King and safety hangers	7 00	
" " rail.....	4 25	
Crown	4 85	
Crescent.....	6 50	
Sovereign.....	7 25	

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25
" " 1¼ x 3-16 in (100 ft)	

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ⅝ " .... "	10 00
" " ¾ " .... "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web..... "	3 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'..... 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¾
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise..... 4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.	

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ½ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ½ and less ..	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list.....	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in.. $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.
Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	3 25
" iron ..... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 h.p.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5J and 10 per cent.



The Clauss Automatic Safety Razor

This razor is simplicity itself. It is antiseptic. No loose parts to get lost. Made of best material and silver plated throughout. Each blade sold under a positive guarantee. Twenty-four cutting edges with each razor. Clauss Automatic Safety Razor retails for **$4.00**

Merchants Write for Trade Discount

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.
Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.
2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.
10-inch ordinary.....per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.
Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Creamery Cans, 45 per cent
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS
Lithographed, 60 and 10

STOVES
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.
5 and 6 inch, per 100 lengths 7 00
7 inch..... " 7 50
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch..... "	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS
Discount 60 per cent.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Discount 50 per cent.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.
Bright. .... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.
No. 9, $2.30 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $2.85; 6, 7, 8, $2.80; 9, $2.35; 10, $2.85; 11, $2.90; 12, $2.50; 13, $2.60; 14, $3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 65	2 70
Galvanized, plain twist	2 95	3 00

Galvanized barb, f.o.b. Cleveland, $2.25 for small lots and $2.35 for carlots.
Dominion steel fencing, 33⅓ p.c.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops	1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz. 8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" " 3-hoop	95

WOODEN TUBS.
Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz	33 75	35 00
Royal American, 11 in	33 75	35 00
Eze, 10 in., per doz		36 75
Challenge, 3 year, 11 in		36 50
Ottawa, 3 year, 11 in		41 50
Favorite, 5 year, 11 in		42 50

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.
Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita .....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 02
" under 40 lb., "		24 00
" 200 lb. and over		00 80

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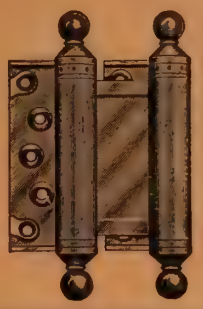
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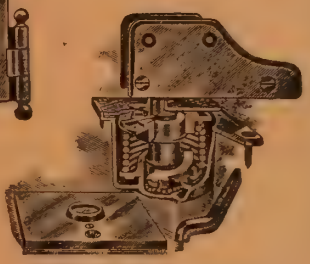


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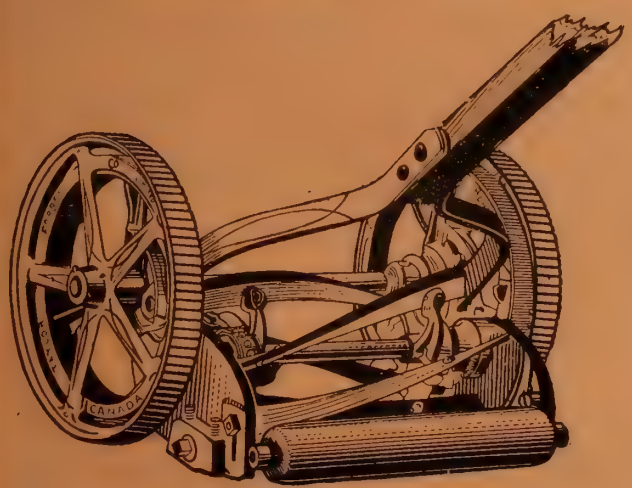
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Order direct, or of your jobber

THE WHITE MOP WRINGER CO.

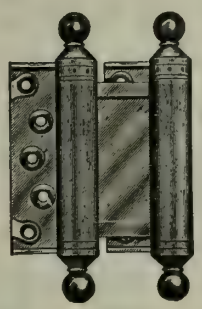
Fultonville, N.Y.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

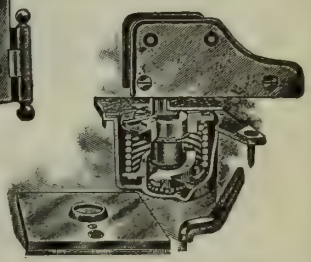


TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

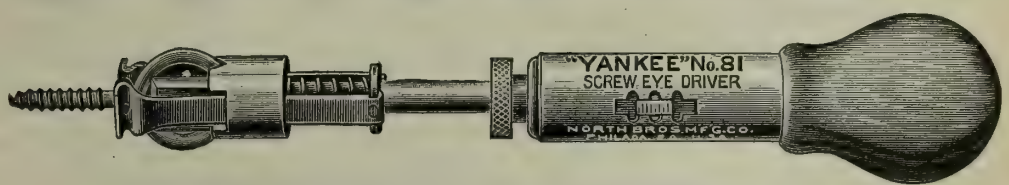
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

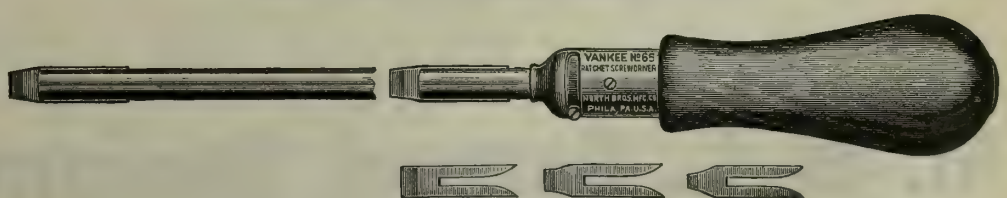
are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

ANTIMONY

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

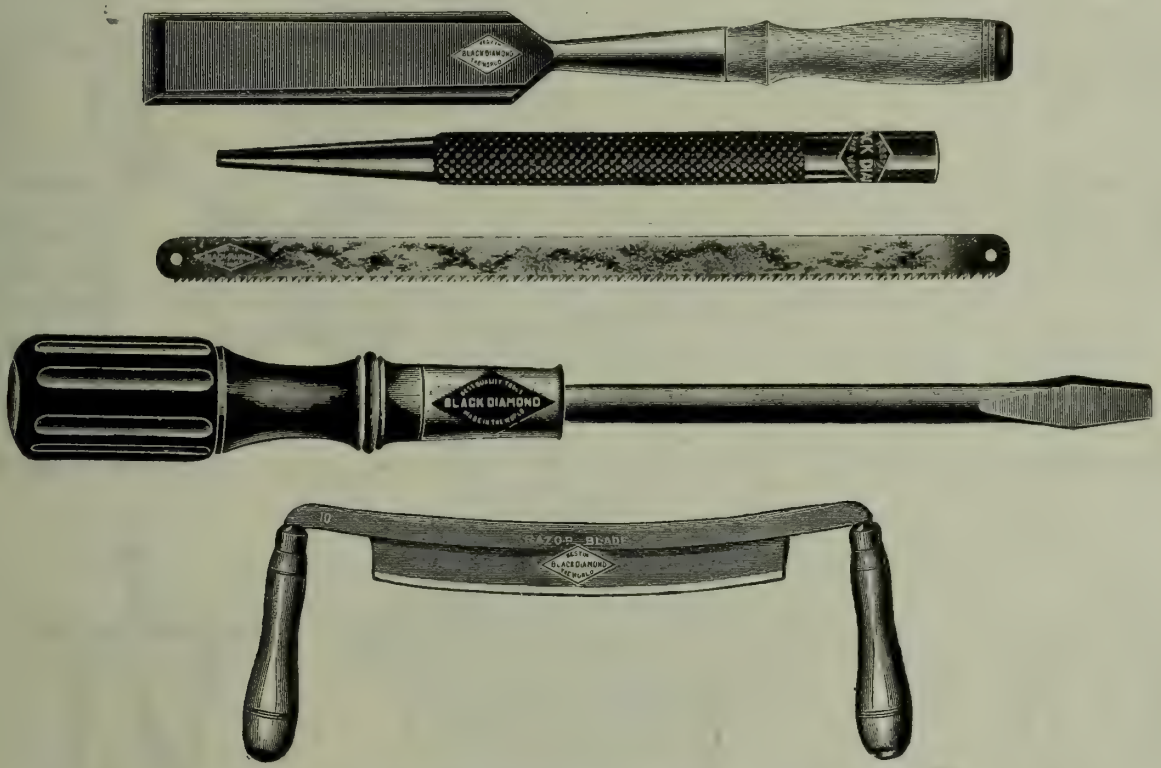
Toronto

BLACK DIAMOND BRAND TOOLS

Every Tool bearing this brand is fully warranted and will be replaced if found defective.

Why not stock the best and push lines that your neighbor has'nt got, and on which you can make a fair profit?

"Black Diamond" Tools are never used for price cutting. We won't allow it.



Complete Stocks Of

"Black Diamond" Chisels	"Black Diamond" Screw Drivers
"Black Diamond" Drawing Knives	"Black Diamond" Tool Sets
"Black Diamond" Hack Saws	"Black Diamond" Hack Saw Frames
"Black Diamond" Tool Cabinets	"Black Diamond" Nail Sets, etc.

The Best Finish **The Neatest Package** **Reasonable Prices**

LEWIS BROS., Limited

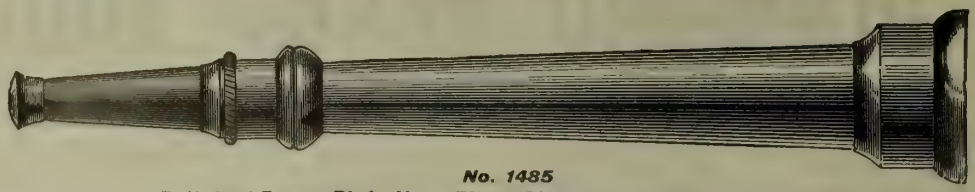
Exclusive Distributors of Black Diamond Cabinets and Tools

MONTREAL

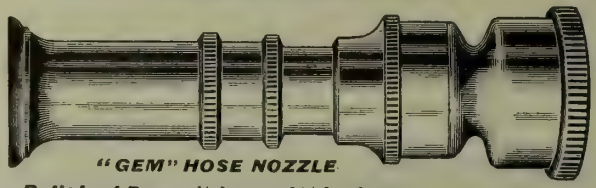
And at

OTTAWA **TORONTO** **CALGARY** **VANCOUVER**

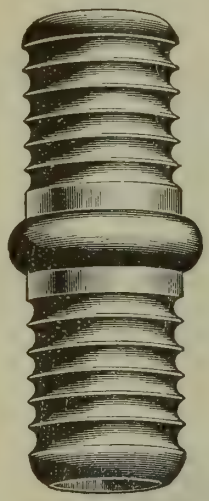
LAWN SUPPLIES



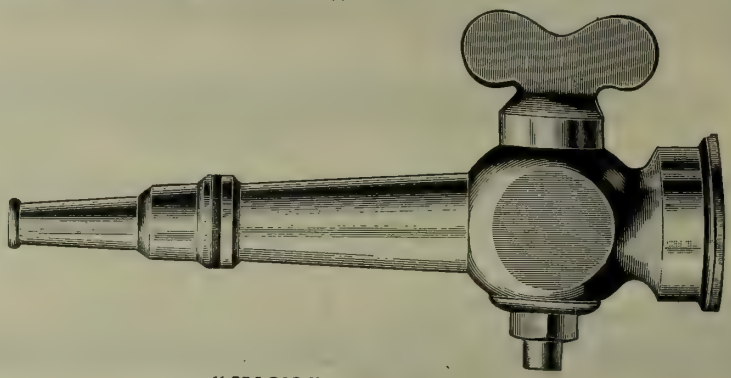
No. 1485
Polished Brass Plain Hose Pipe. Sizes ¼ in. to 2 In. A good hose pipe for mill, fire and garden hose.



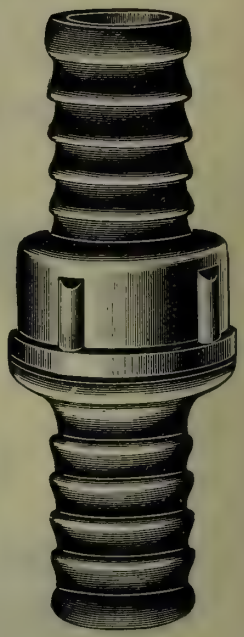
"GEM" HOSE NOZZLE
Polished Brass ½ in. and ¾ In. hose



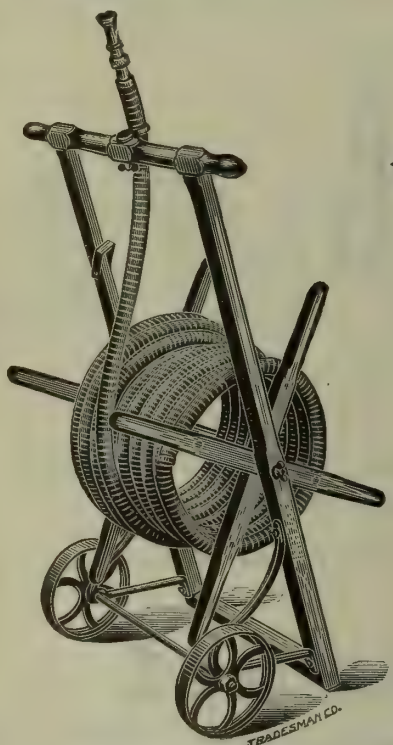
GALVANIZED IRON
Hose Splicer or Mender



"MAGIC" HOSE NOZZLE
Polished Brass, ½ in. and ¾ in. Hose



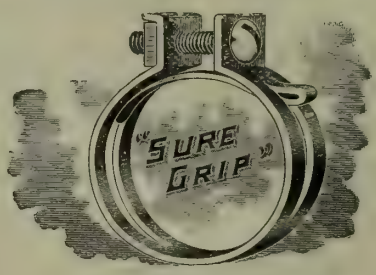
BRASS
Hose Coupling



"WOLVERINE"– Hose Reels

CANADIAN RUBBER
WESTERN
COMPANY OF MONTREAL
RUBBER HOSE

All sizes and brands carried in stock



GALVANIZED HOSE CLAMPS

Write for Prices



Columbia

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

Here is a Device

that will increase your sales of padlocks.

It is a highly finished hardwood case, 12 x 24 in., and forms both a display board and stock case. The board exhibits 20 well-known "Miller" Padlocks in five rows, all the locks in each row selling at the same price. These prices range from 15 to 75 cents each. Behind the display board the space is large enough to contain the stock of locks.

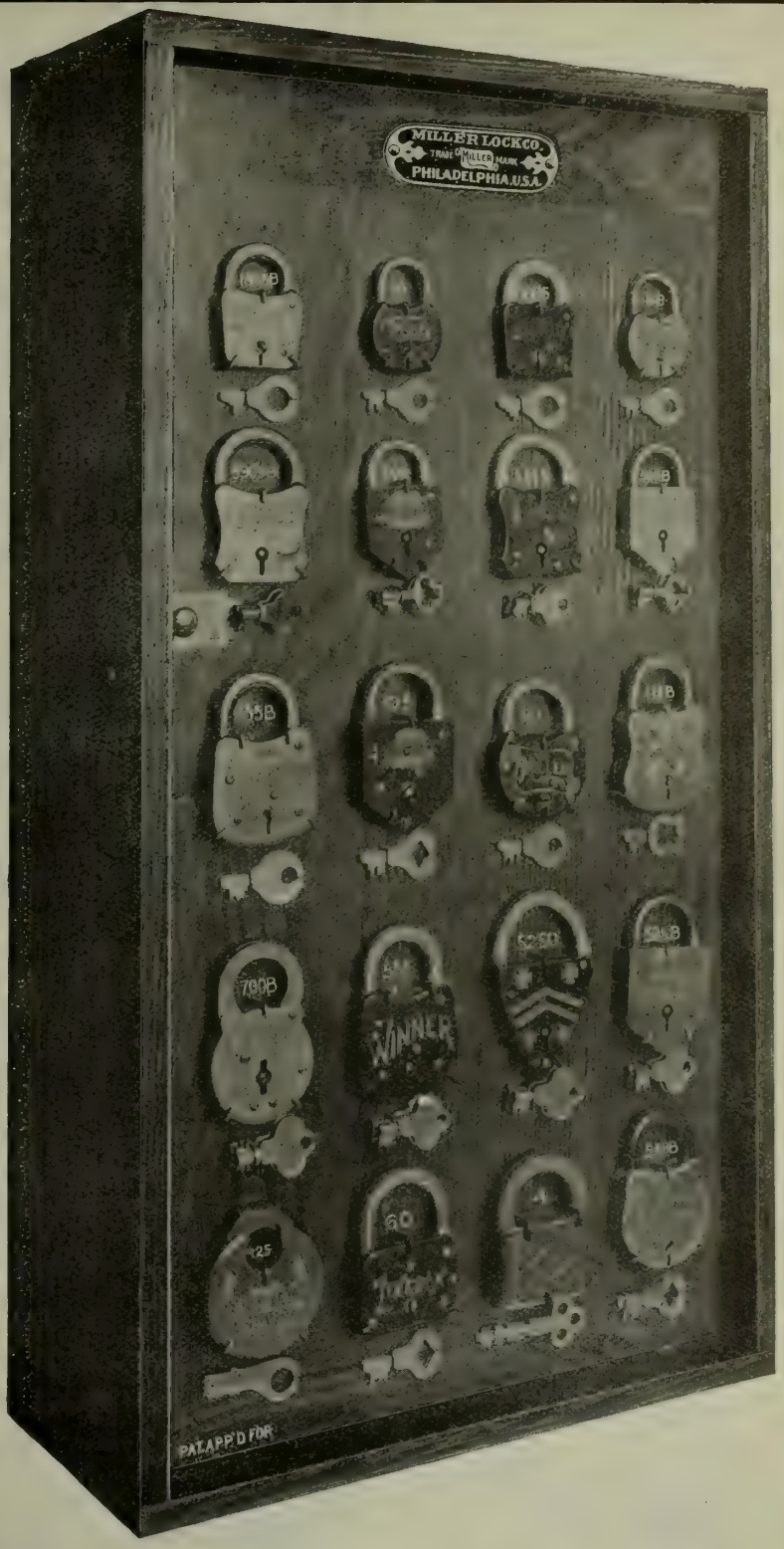
Two assortments are put up in this way. Each assortment contains the same locks but in different quantities.

No. 1000 assortment contains 12 dozen "Miller" Padlocks.

No. 1001 assortment contains 6 dozen "Miller" Padlocks.

This case will sell padlocks for you. It contains a full line in a compact space, giving you all the variety you require. Try one of these cases. We can fill up the case again whenever any line is sold out.

This case is patented and is the only one of the kind on the market.



Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.

Showrooms, TORONTO, 77 York St. OTTAWA, 111 Sparks Street, QUEBEC. FRASERVILLE.

It pays you to Demonstrate

You can make $1.50 profit on each AutoStrop Safety Razor you sell.

No other razor pays you a better profit than this and no other sells so readily in the hands of a capable demonstrator.

Show your customer how the AutoStrop Safety Razor keeps itself constantly sharp, how it removes all his shaving troubles, and he will gladly give you $5.00 for it.

But—bear this in mind: It is no use merely saying to him "The AutoStrop Safety Razor is a good razor. I can recommend it"—or "The AutoStrop is the best on the market."

To interest and convince him, you must demonstrate to him:



1. How it sharpens itself.
2. How it can be cleaned without taking anything apart.
3. How it pays for itself in a year by doing away with the buying of new blades, necessary with all non-stropping razors.

PRICES:

Retail - - -	**$5.00**
Wholesale 3 DOZ. LOTS, - -	**3.50**
SMALLER QUANTITIES, - -	**3.75**

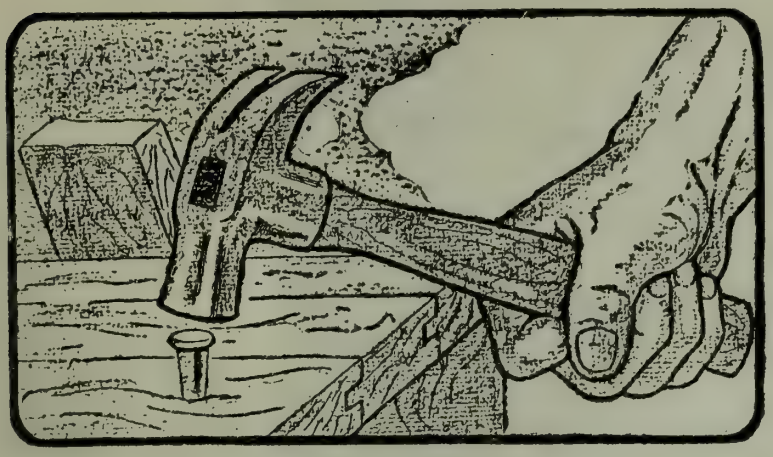
You have opportunities every day of doing this, and a week or two will prove to you that it pays you to demonstrate.

Address your order to your Jobber or to

The AutoStrop Safety Razor Co., Ltd

14 St. Helen Street, - - - Montreal

H. S. HOWLAND, SONS & CO.
Limited



Hardware Merchants
Toronto Canada

We're after the trade of those who buy nails.
By combining care in manufacture with quality of material
we are giving to the

Graham Wire Nails

a country wide reputation for reliability and satisfaction.
Dealers will find it distinctly to their advantage
to get the best.

Wholesale Only

Shipped In Red Ends Kegs.

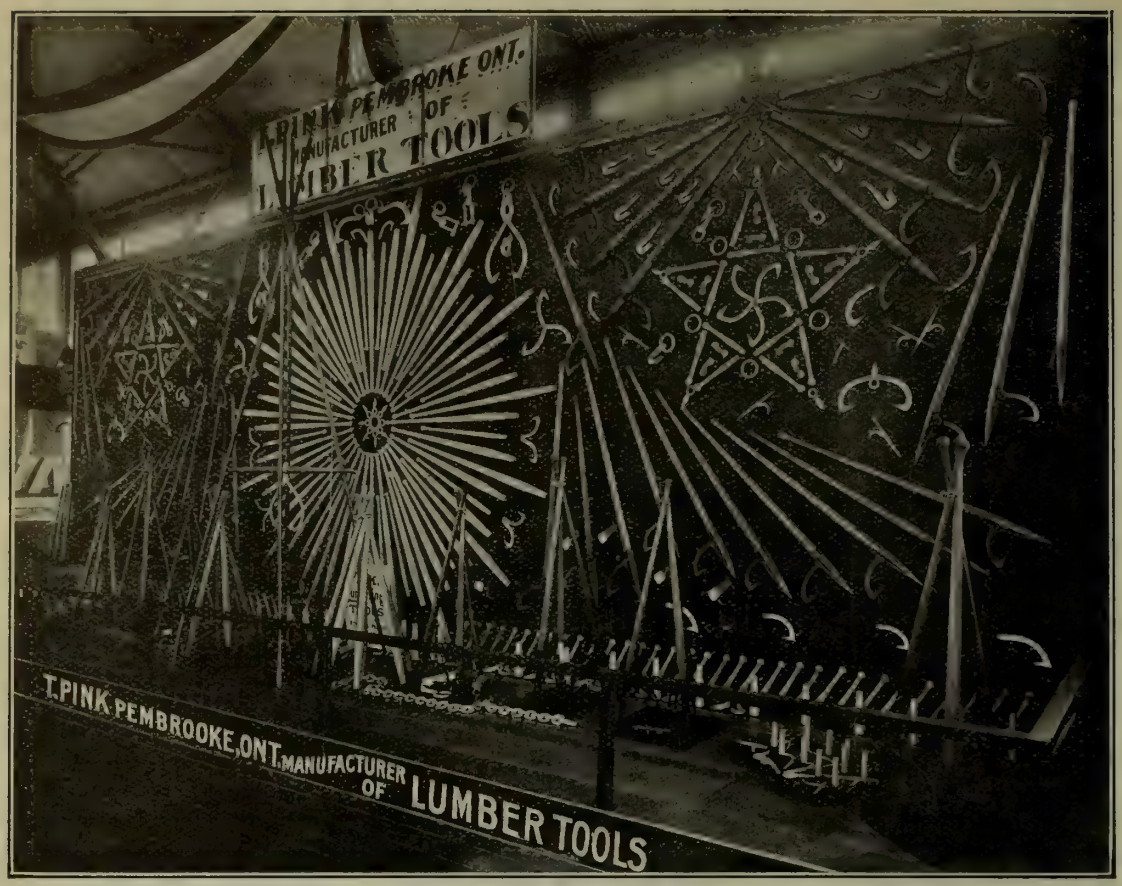
Only Wholesale

Graham Nails Are The Best



WE SHIP PROMPTLY

138-140 WEST FRONT STREET, TORONTO.
Opposite Union Station.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Every Little Bit Helps!!

Mr. Hardware Man,—Don't you often find that the "little sales" of the day are a big feature in the day's receipts and are often the lever to larger sales?

The Kaiser Wax Pad and Iron Cleaner

is a "little thing"—retails at 10 cent—but it is a household necessity, something entirely new on the market, a quick and big seller, with a good profit.

Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high-grade finish, equal to first-class laundries. She of course asks the dealer for advice—in return he offers her the common wax—She knows it is impossible to do good work with the common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—THERE SHE IS SURE TO DO HER BUYING—AND LEAVE HER ORDER FOR OTHER THINGS.

A post card to any of our Canadian agents or direct will bring a sample of this great little business getter.



PATENT APPLIED FOR.

500 Circulars Packed in Each Gross.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

Dept. 54

Manufacturers' Agents calling on Hardware trade wanted in all unrepresented distributing centres of Canada.

Canadian Agents:—Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B.C.
R. Grenier & Cie., 130 Rue Du Pont, Quebec.
R. F. Westhaver & Co., 132 Hollis St., Halifax, N.S.

Eclipse Roofing







A large factory covered with Eclipse Roofing.

¶ Eclipse Roofing is a high quality, water proof and odorless roofing. It is adapted to all kinds of roofs and will resist the severest weather.

¶ It is made of a composition which renders it tough and durable. It will resist acids and is an excellent protection from fire.

¶ Every dealer should carry a stock in hand. Eclipse Roofing is very popular on account of its good qualities, not the least of which is the ease with which it can be laid.

Why not get your share of the profits to be obtained by the sale of Eclipse Roofing?

Send for samples and descriptive circulars.

The Canadian Fairbanks Co., Limited

Montreal

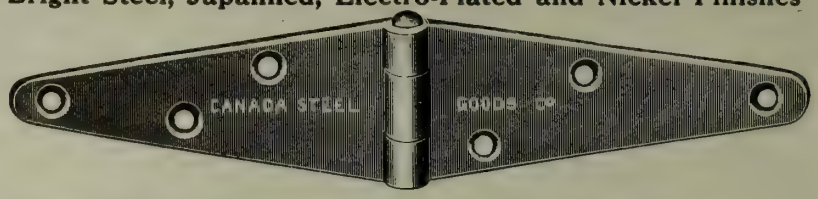
St. John, N.B. **Toronto** **Winnipeg** **Calgary** **Vancouver**

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand

Registered



Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

Hamilton, Ontario

Leave the Money in the Country Wherein You Expect to Make Yours

Here's the Machine

---that competitors are copying

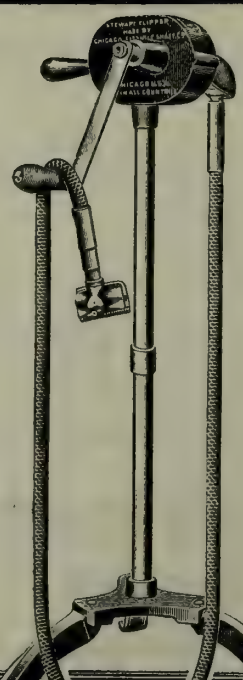
The superiority of our Stewart No. 1 over all clipping machines on earth caused one manufacturer to pilfer the idea. It was a steal—but, without a perfect result. The shape of the "counterfeit" resembles the Stewart; so does some of the mechanism. But the real principle of construction—the process that put the Stewart in the lead—they only guessed at. Don't sell "guesswork" machines. Sell the original machine—the machine that's backed with a **quarter-century guarantee.**

Why the Stewart?

We don't ask "shrewed buyers" to buy our machine because it was made in a certain country. We have more respect for their common sense. We just want horse-owners and dealers to know why the Stewart machine is the **best** machine.

CHICAGO FLEXIBLE SHAFT CO.

Write at once for our big free catalogue



---the Stewart No. 1

Horse Clipping Machine

The Stewart No. 1 has gears made from cut steel, hardened file hard, working parts enclosed in an oil bath and is equipped with plenty of best quality flexible shaft and the world famed Stewart one-nut tension knife.

We help the dealer

We are willing to give individual advertising to dealers who believe in square dealing and who want to sell more horse clipping machines. Write ***at once*** for particulars of our co-operation policy with hardware men.

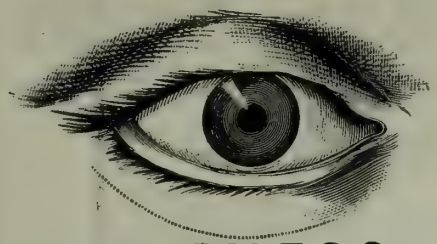
It's to your interest as well as ours to sell the **Stewart,** because it's to the best interest of the **user** to **own** and operate one.

250 La Salle Avenue

CHICAGO, ILL.

STEWART

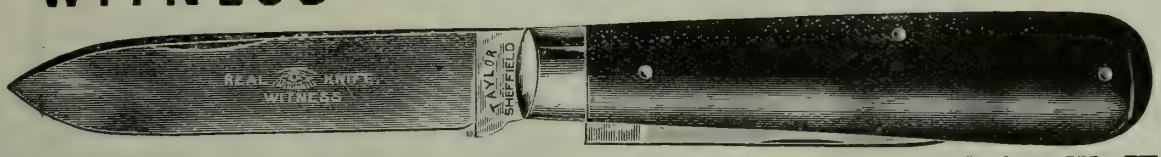
TAYLOR'S



WITNESS

CELEBRATED

CUTLERY



KEEN EDGE TRUE STEEL



MANUFACTURED IN SHEFFIELD, ENGLAND

WRITE FOR CATALOGUE AND PRICES

Decatur, Bull & Co., Montreal, Que. Sole Canadian Agents



After all is said and done, for and against any household article, the supreme—the final—test of all is its wearing qualities, and this is why the

"PANSY" BROOM SELLS SO EASILY.

It is manufactured out of the best grade of broom corn, is strongly made and of the highest workmanship. It costs only a few cents more than an ordinary broom and will outwear three of them. You have the satisfaction of knowing that you are pushing a superior product and, when you please the housewife in one line, you command her confidence and trade in others as well.

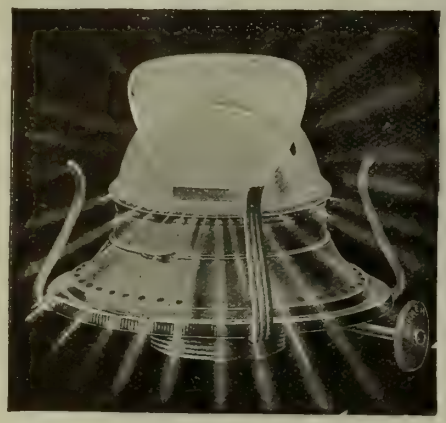
"Buy from the makers."

H. W. NELSON & CO., Limited

TORONTO ONTARIO

BANNER
TRADE MARK

Bright Buyers Buy "Bing" Burners



1/3 More Light
1/3 Less Oil

The fundamental feature of "Bing" Burners is the Glass Cone, which does not obstruct the useful light.

The Cone, being in two pieces, allows for the expansion of glass when heated, and, being merely slipped into a brass band, is easily taken out to admit the new cone when necessary.

ASK YOUR JOBBER ABOUT THEM.

Ontario Lantern & Camp Co., Limited

Hamilton, - Ontario

HAMMOCKS

Have you considered this matter ?

You can make your Hammock Department one of the best paying departments in your store by selling "STAR BRAND HAMMOCKS"

Manufactured by

The Dominion Hammock Mfg. Co., Limited

DUNNVILLE, ONTARIO

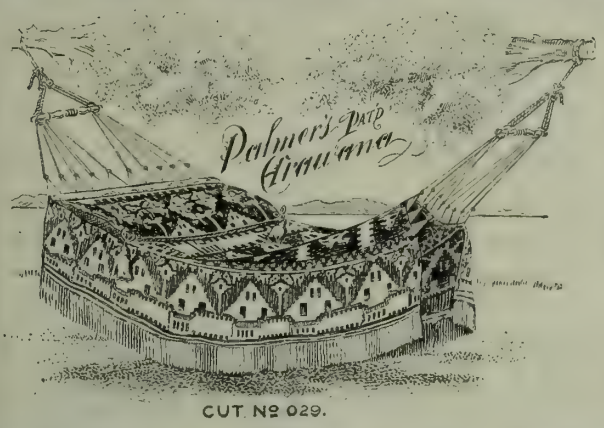
Send for Catalogue with price-list and discounts, through your jobber

36" AND 40" NETTING

PALMER HAMMOCKS

and

ACCESSORIES



CUT Nº 029.

Hammock

- Supports
- Awnings
- Trapeze Bars
- Mosquito Nets
- Hooks
- Ropes, etc.

Send for our 1909 Catalog showing 109 colored illustrations.

NEW YORK OFFICE
55 Worth St.

The I. E. Palmer Co.

MIDDLETOWN CONN.

Canadian Representative:
R. N. SCOTT, - - 200 McGILL ST., MONTREAL

7/4 AND 8/4 LENO

The Original, Largest and Best Equipped Hammock Plant in the Country

If You Try IT You Will Always Buy IT

HARRIS Heavy Pressure BEARING METAL

Is Positively an Anti-Friction Metal

Will not crack or beat out of bearings.



The Copper-Coated Cake

SOLD BY LEADING HARDWARES EVERYWHERE, AND MANUFACTURED BY

THE CANADA METAL CO., LIMITED, TORONTO, ONT.

Quick!



Can't wait when cherries are ripe—must have the right machine, *quick*

Too late, then, to stock up. Better drop a line to your jobber *to-day*

Wherever cherries grow women who know, and 'most all of them do, will want

an "ENTERPRISE"

Cherry Stoner



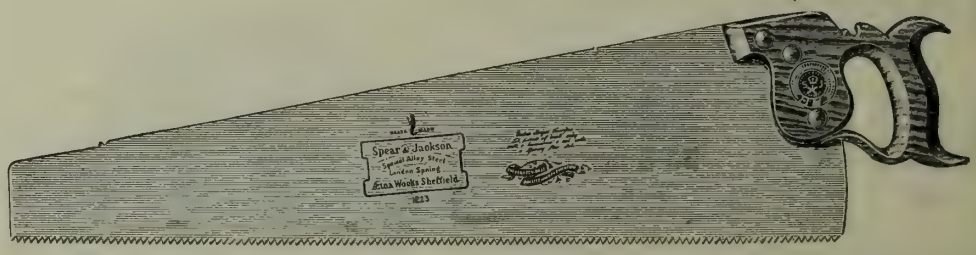
If you have mislaid that latest red-covered catalogue of ours, write for another copy. No hardware store is fully equipped for business without it.

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Fruit Wine and Jelly Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

21 Murray Street, New York — 438 Market Street, San Francisco

LOOK OUT!



¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

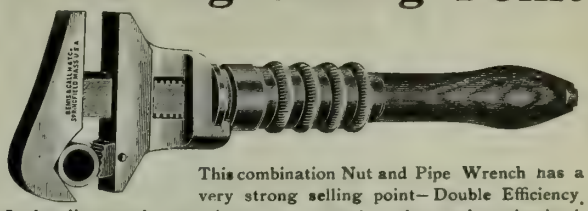
CORN AND BEAN PLANTERS



King of the Field, the best hand planter made. Triumph, the cheapest good planter.
Step Ladders. Curtain Stretchers. Folding Ironing Boards. Folding Clothes Bars.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE - ONTARIO

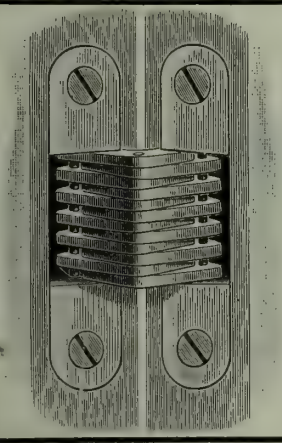
A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic—it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass.



A Long Felt Want Met
BY THE
SOSS INVISIBLE HINGE

There is practically no limit for the use of these Hinges. With the use of a few tools, which are offered to the trade, the Soss Invisible can be accurately mounted with less care than an ordinary hinge. It is stronger than any other hinge of its size or weight. Used on book-cases, wardrobes, china cabinets, ladies' desks, lockers, pianos, etc.

Send for illustrated booklet

The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

No Flaws
No Sand Holes
No Scamped Parts
} are seen in

Diamond Brand Fittings

but
Reliability
Quality
Perfect Threading
} make them

Leaders with the Trade



OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, - CANADA

JOSEPH RODGERS & SONS, Limited
SHEFFIELD, Eng.

AVOID IMITATIONS OF OUR
CUTLERY
BY SEEING THAT THIS EXACT MARK
IS ON EACH BLADE:

REGISTERED TRADE MARK
GRANTED 1692

Sole Agents for Canada
James Hutton & Company
Montreal

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

GLUES, GELATINES, SIZE, etc.

When in the market for these lines, send for our quotations.

Or, better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

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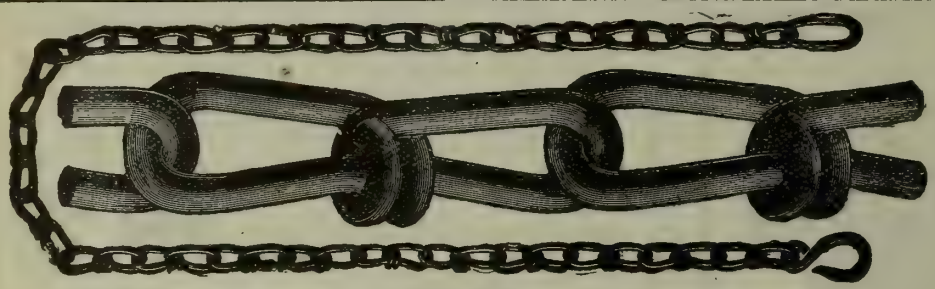


COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

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Before Testing



After a Test of 2315-lb. Strain

NEW PROCESS
Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

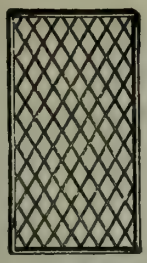
The B. Greening Wire Co., Ltd.
Hamilton, Ont. Montreal, Que.

Builders Want Structural Steel

Is it your custom to recommend worthy articles to your trade? Structural Steel merits your strongest endorsement. Satisfy yourself of this fact—then go after Structural Steel orders among your local builders. Our low price to you on our Structural Steel offers big possibilities. Our best order-closers are at your command. Write us to-day for particulars.

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"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

ACME FLEXIBLE STEEL MATS

MATS SPECIALLY MADE TO FIT ELEVATORS and ENTRANCES.

Prominent features of ACME MATS:
Manufactured of best strip steel, which insures strength and durability. Galvanized finish, which insures non-rustability and attractiveness. Flexibility, which insures convenience. Mesh of special design, which insures self-cleaning and a sanitary condition.



PAT. NOV. 3, 1903.

Manufactured by the

ACME STEEL GOODS CO., A good line for hardware jobbers and dealers

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A good profit to the dealer in handling our lines of

Tents, Awnings Tarpaulins, Sails Flags, etc.

WRITE FOR PRICES AND NEW CATALOGUE COMING OUT

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93 Commissioners St., Montreal

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We make all kinds – for all purposes

Galvanized Coiled Spring Fencing

Barb Wire Wire Nails Staples

Wood Screws Bright Wire Goods

"Dominion Special" Field Fencing

Strand Wire, Bale Ties, Cotter Pins, Barrel Hoops, etc., etc.

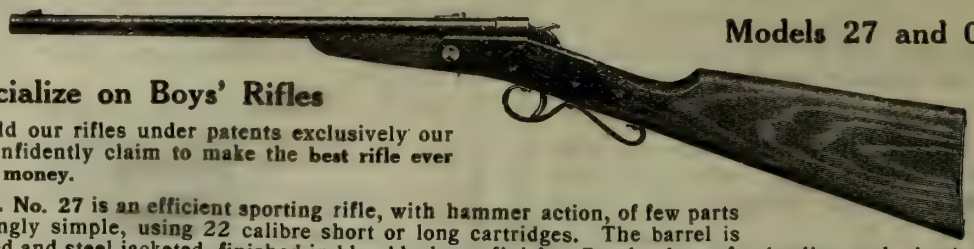
Don't wait until you need the goods, but look ahead a few days.
Give us a fair show and you will have the goods when you want them.

Dominion Wire Manufacturing Co., Ltd., Montreal

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the best rifle ever built for the money.

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

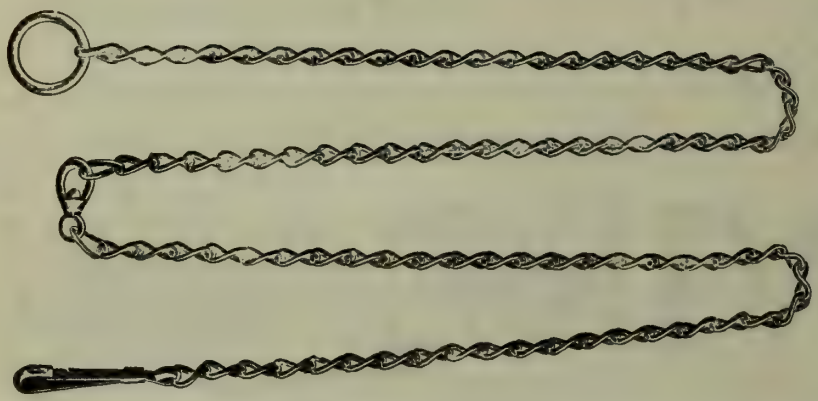
Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.



We call the attention of the trade to the length of link in our wire chains. Each link is about half as long as other wire chains, thereby making a much more flexible chain. They are easier on the animal and we guarantee they are 50 per cent. stronger. We make them into

Tie-Out Chains,
Cow Ties, Traces

Caution to Purchasers of

H. BOKER & CO.'S RAZORS



NONE GENUINE WITHOUT THE TRADE MARK TREE

LOOK FOR THIS TRADE MARK



IT IS ON ALL GENUINE BOKER'S RAZORS

Owing to the numerous piracies and imitations of H. Boker & Co.'s Razors, which are being offered to the Trade as Boker's make without the Tree, beware of such! Look for the Trade Mark Tree. Refuse all razors without the Tree as Boker's. It is your assurance—your customer's guarantee. For sale by all Leading Wholesale Hardware Houses.

HOUSE CLEANING TIME

Suggests

The Ideal Duster



THIS SUGGESTION is not because the article depends upon any particular season for its uses, nevertheless the approaching cleaning time creates a profound interest in more useful appliances than have been.

THE IDEAL DUSTER

AS { a high reaching duster
an outside Window Washer
a Polished Floor Duster
a Porch and Grill Duster }

has a principle excelled only by the human hand.

It is a MECHANICAL HAND, closing automatically, opened by a wire pulling cord. The user may change wiping cloths with practically the same facility as in hand cleaning—without stooping or climbing. THE HAND AND WRIST SHAPE gives the hand action, to wipe tops of doors, mouldings, etc., and gives 11 square inches like the hand on top the cloth for surface rubbing—WHEREAS ALL MOPS HAVE ONLY A STRAIGHT LINE RUBBING SURFACE.

The wholesale trade will supply you at prices right to enable you to sell with a proper profit at 50 cents for the Duster complete in the two parts, or with a proper a very proper, Dust Cloth at 60 cents.

The consumption of these Dusters in some towns, where introduced the past year, has been enormous and this demand shows no abatement. Retail Price:

1st section, 5 ft., carrying the head, 35c. ***2nd section, 5½ ft. Extension Handle, 15c.***
Ideal Dust Cloths, 10c. ***Sold separate or ensemble.***

Any dealer can obtain this line with the same facility as

The Tarbox Self Wringing Mop and The Tarbox Pillow-Sham Holder

Tarbox Bros., Mfrs., Toronto, Ont.

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In investment making.

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is a weekly newspaper for investors, published every Saturday.

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Read "The Financial Post"
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FACTS ABOUT COBALT

A regular perusal of "The Financial Post" leads to more careful selection of investments and consequently to greater profit from your invested funds.

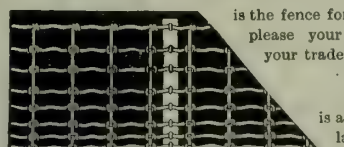
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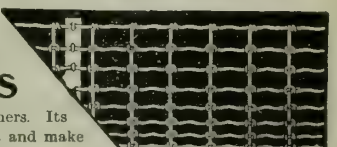
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is the fence for you to sell, because it will please your customers and increase all your trade.

PEERLESS

is a money and time saver for farmers. Its lasting qualities save repair bills and make satisfied customers for you. Ask us about the profits on Peerless Fence.



The Banwell Hoxie Wire Fence Co., Ltd., Dept. J, Hamilton, Ont. Winnipeg, Man.



Martin's Store Ladder
Low Down High

For all merchants that carry merchandise on shelves enquire of E. R. CASE, Toronto

A Few Testimonials

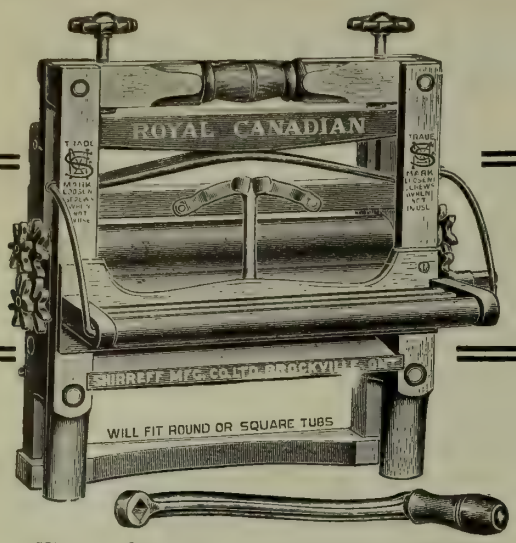
Rockford, Ill., May 27, 1908.

Mr. S. B. Martin, Dalton, Ohio,
Dear Sir,—Ladder is very satisfactory—the new track holds up and were we fitting a "string of stores" we should place your ladder in each one of them.
Very truly,
Hunter Hardware Co.

Toronto, Ont., Sept. 28, 1908.

Mr. S. B. Martin, Dalton, O.
Dear Sir,—We are well pleased with the "Low-Down-High" Ladder you installed in our warehouse some weeks ago. We find same works very easily and smoothly and makes the work of filling orders from the shelves a very easy matter compared with the old style of ladders. We will be glad to receive quotations for Ladders for other parts of the Warehouse.
Yours truly, T. Woodbridge & Co.

WILL LAST TWICE AS LONG



This is the argument that will materially assist you to sell

SHIRREFF'S DIVIDED WRINGER

It is so constructed that it has a central dividing bar, which is the newest thing in wringer construction Result, the rollers are evenly worn on each side.

THE SHIRREFF MANUFACTURING COMPANY
Limited
Brockville, Ontario

Bone Cutters

This is a favorite size. We make other sizes, from

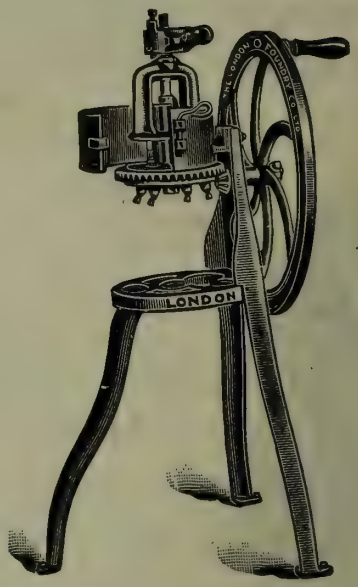
Small Hand

to

Large Power Machine

These are Fall and Winter goods

A sample kept in your store will sell many of them.



Send at once for catalogue and prices.

Manufactured by

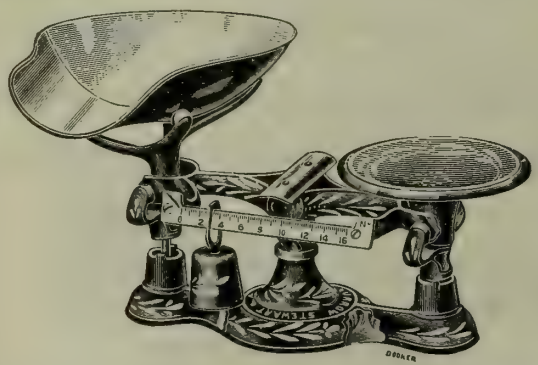
THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Imperial Standard Scales

Are made in **ALL** styles, for **ALL** purposes and of **ALL** capacities, for use in any business.

For **ACCURACY OF ADJUSTMENT, FINISH** and **DURABILITY** they are unexcelled.

They are made by skilled workmen in one of the best equipped factories in the Dominion.



The above cut shows the **NEW CONFECTIONERY SCALE**, which has nickel plated brass side beam, and heavy nickel plated brass scoop. The scoop rests on **Rubber Bearings** so that there is no jarring or breaking of fine candies.

Complete catalogue of 128 pages mailed to any dealer on application.

THE BURROW, STEWART & MILNE CO., Limited
Manufacturers, - Hamilton, Ont.

Strong and Permanent



Dillon Hinge Stay Fence

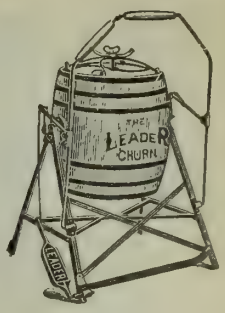
The quality and weight of the wire have much to do with any fence, but not all. What strain will it stand of stock, wind and weather is an important question. The advantage of the HINGE STAY is your strong talking point—a feature possessed by no other fence. A hinge in the stay relieves all tension and stress on the strand wires —a hard fact, common-sense principle. Our catalogue will tell you more, Mr. Dealer.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver



A Quartette of Quick Sellers

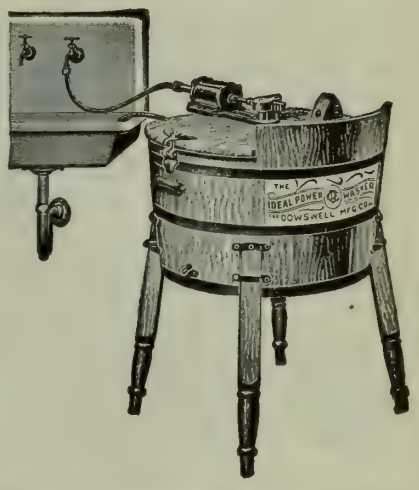


That embody the latest improvements in Home, Laundry and Dairy Helps.

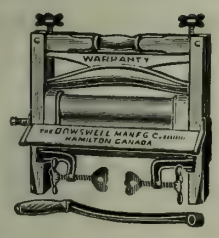
One Quality——————The Highest

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You will always find the latest labor saving ideas cleverly expressed in the DOWSWELL Products, whether they are for the heavy work of large institutions or the usual Household.



LOOK FOR OUR LABEL—IT'S YOUR SURETY



THE **Dowswell Mfg. Co., Ltd.**

Hamilton

Agents: W. L. Haldimand & Son, Montreal.
Harry F. Moulden, Winnipeg.

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"SLIDE TOP"

A GOOD GENERAL-PURPOSE CUP

MADE WITH STRONG SOLID SHANK

OIL



CUPS

PUT IN AN ASSORTED STOCK

Any Prominent Jobbers Will Supply You

Page 45 of our No. 21 Catalog Illustrates this Line

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.



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AT WELLAND, ONTARIO

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¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

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The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market.

Catalogue on application.

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PRIEST'S CLIPPERS



THAT'S SUFFICIENT.



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A good line to handle. Write us for full particulars and prices.

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The Best Door Closer is
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

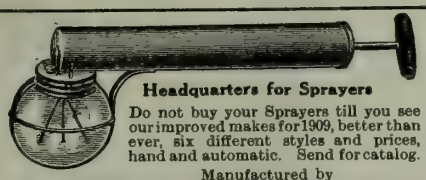
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Work and Prices Right
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GALVANIZING AND TINNING
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Municipal Supplies
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459 St. Paul Street : : Montreal

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Our connection is with the Wholesale Hardware Trade

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PHONE 159
P.O. BOX 257
SASKATOON,
Western Canada

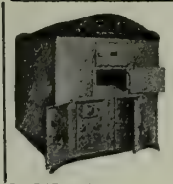
ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Try a Condensed Ad. in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

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BAKERS' OVENS
Cut shows the "Hubbard" Patent.

There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

The Warren Mf'g. Co., Limited
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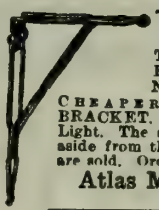
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

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All kinds—All sizes.
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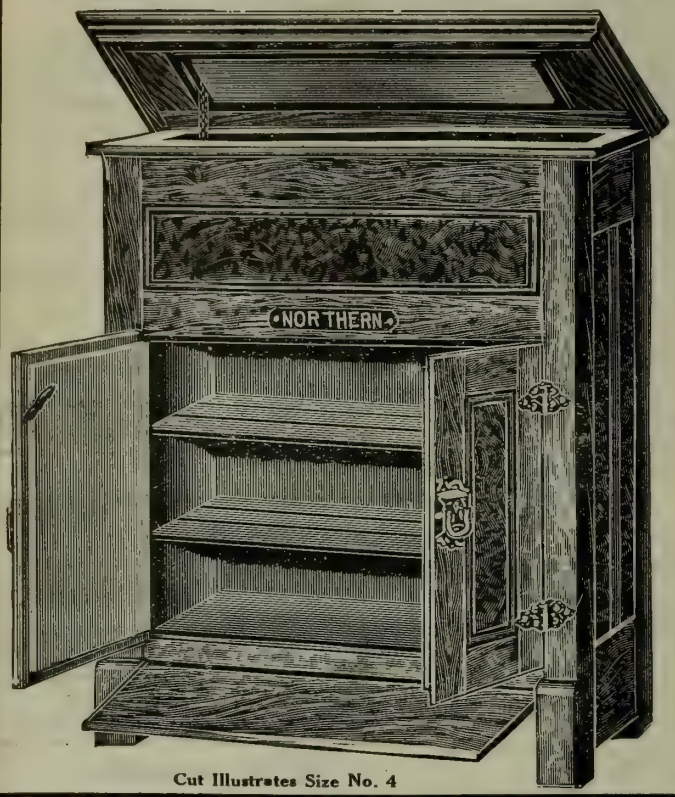
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CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

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"NORTHERN"

Dry Cold Air Principle

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THREE SIZES

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Outside Dimensions ..... Inches..... Capacity of Ice Chamber, 40 lbs.	Long	Deep	High	
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Outside Dimensions ..... Inches..... Capacity of Ice Chamber, 60 lbs.	Long	Deep	High	
	36	21	45	Double Doors

Prices on Application

The Thos. Davidson Mfg. Co.

Montreal and Winnipeg Limited

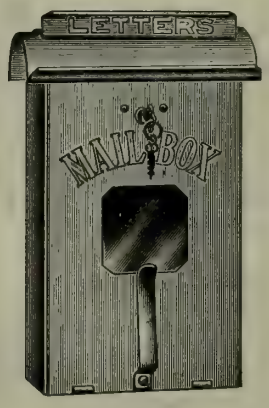
A FULL LINE OF

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No. 2



No. 3



No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Disston Saws



The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

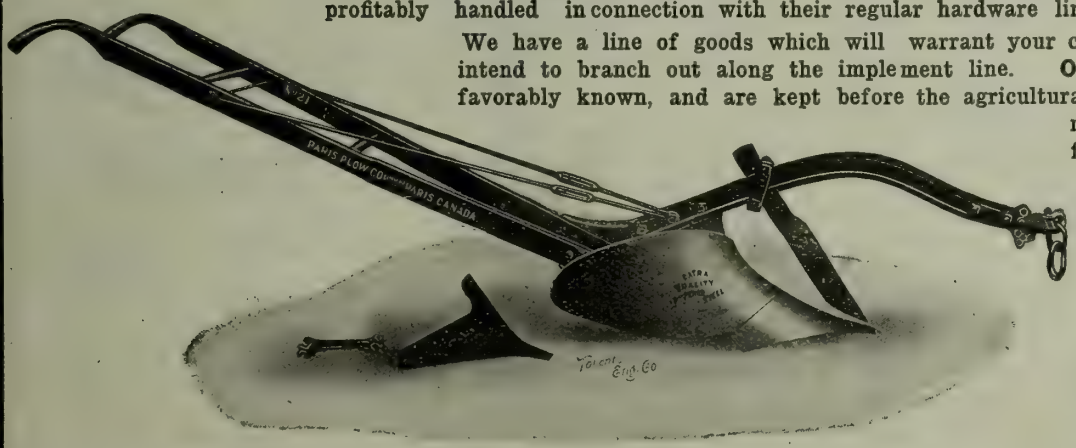
Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



No. 21. General Purpose Plow

We supply the following goods on consignment, freight prepaid:

Success Manure Spreaders

Walking Plows of every description

Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. Also supply at 6 months' dating: **"Leader" Scufflers**

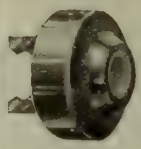
Pulpers, Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men. We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*



No. 5415



Hubbell Flush Attachment Plug



Designed to do away with the lid, when not in use, and still present a flush surface.

No electrical contacts exposed: quick connection and disconnection; neat and ornamental.


No. 5506

WRITB FOR PRICES.

The R. E. T. PRINGLE COMPANY, Limited

WINNIPEG MONTREAL

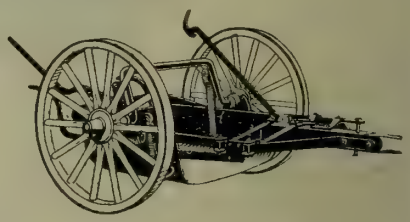


Wheelbarrows Road Scrapers, Trucks

Of Every Description

For Railway Contractors, Gardeners, Coal Dealers, Cement Workers, both Wooden Tray and Steel Tray.

Wheel and Drag



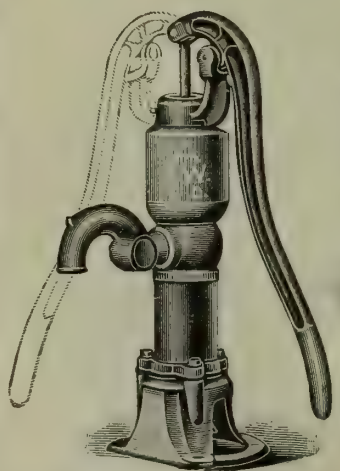
SELLING AGENTS: Alexander Gibb, Montreal; Bissett & Loucks, Winnipeg; John Burns, Vancouver.

THE MEAFORD WHEELBARROW CO., Limited

MEAFORD, - ONTARIO



Aylmer Pumps



The above words always bring to the mind of the man who knows them, the thought of **Quality.** That has always been our aim and we are accomplishing it if the increase in the demand for our goods tells anything.

Don't forget that we have a full line in Pumps and Supplies, also Iron Pipes and Pipe Tools, Scales, Extension and Step Ladders, etc.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., TORONTO and WINNIPEG.



We are now looking for your order and if you are not already selling

McDougall Pumps

you are taking chances and we practically insure you against pump troubles.

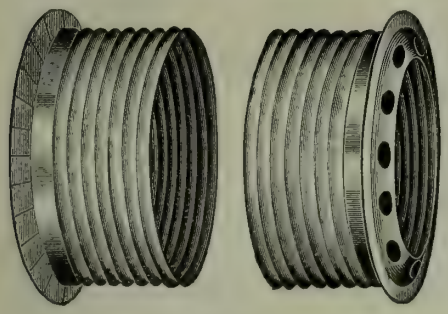
"Aremacdee" on a pump is like the Hall Mark on silver, it denotes Standard.

Catalogue in a hurry to go to you.

The R. McDOUGALL CO.

Galt, Canada LIMITED

O.K.
Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

Horse Shoes

Belleville **Brand**

Belleville Iron & Horseshoe Co., Ltd.

Manufacturers of

BAR IRON AND HORSE SHOES

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

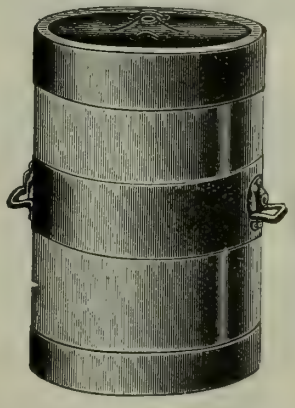
SEND YOUR ORDERS FOR

Creamery Cans

Milk Pans

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Milk Strainers

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FACTORY MILK CANS

E. T. WRIGHT & CO., TO HAMILTON, CAN.

When writing advertisers kindly mention having seen the advertisement in this paper.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO



Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

CARRIAGE SPRINGS & AXLES

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GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

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NOVA SCOTIA STEEL & COAL CO., Limited

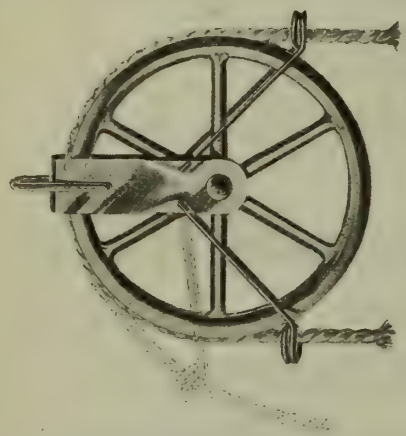
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



A Child Can Operate the "Rollston Easy" Pulley

It has many decided advantages over other and smaller clothes line pulleys. Its strong features are

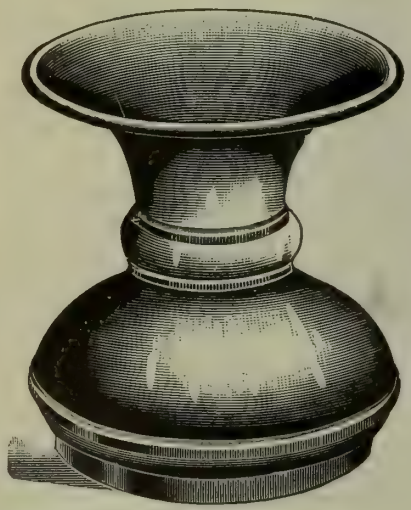
LARGE WHEEL. STEEL YOKE. ADJUSTABLE GUARDS. SUSPENDING LINK.

In two years it has won wide recognition and a demand has been created for it in every quarter. Made in two finishes—galvanized and japanned—it is a sure seller and an article that you can successfully push.

Write for terms.

The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

A Cuspidor that will not upset



Extra Heavy and Self Righting

This is one of our popular lines of cuspidors. It stands 9⅜ inches in height and is made of polished brass or nickel plated. Our catalogue will afford you many suggestions on how to increase your trade in cuspidors.

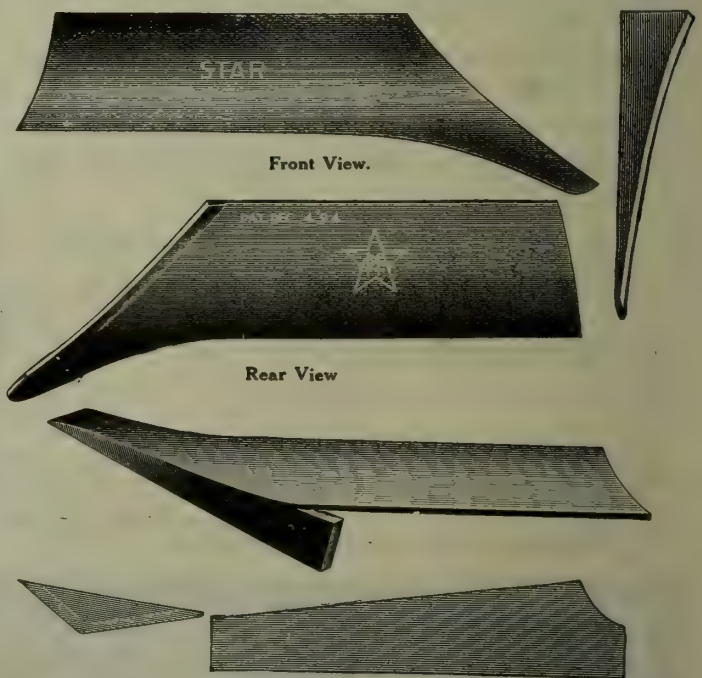
Better send for it at once

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto.

Blacksmiths buy these goods of HARDWARE DEALERS in many cases, and most Hardware Stores carry them to accommodate such trade. The STAR PLOW SHAPE blanks are the kind, which by special pattern and shape, are most attractive to them. See your blacksmith customers, choose your JOBBER from



Front View.

Rear View

C. Kloepfer. ....Guelph, Ont.
Jas. Cowan & Co.. .....London, On .
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Miller-Morse Hdw. Co .. Winnipeg, Man.
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Marshall Wells Co .....Winnipeg, Man.
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Kindly send one of them an order.

STAR MFG. CO., Carpentersville, Ill., U.S.A.



New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited



Registered Trade Mark]

"The Celebrated Dreadnought Milling File"

The British Government are using this tool in all departments. This tool speaks for itself. Can be re-sharpened from four to six times. Order some and you will order more



The J. H. Hanson, Tilley Co., Ltd, Mfrs., 422 - 424 St. Paul St., MONTREAL, P.Q.

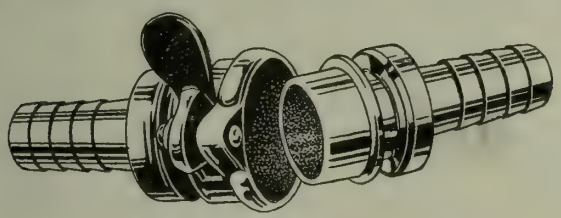
FACTORY, 65 Dalhousie St. Also, National File and Tool Co., The Bourse, Philadelphia, Pa., U.S.A.

AGENTS { Halifax, N.S.—Austen Bros. / Toronto, Ont.—Nicholson & Ritchie, Traders Bank Bldg. / London, Ont.—London Engine Supplies Co., Ltd., Richmond St. / St. John, N.B.—The Jas. Robertson Co., Ltd. / Winnipeg, Man.—Bissett & Loucks, Limited / Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

THE LATEST AND THE BEST

If a hardwareman intends keeping pace with the times he must have the greatest time and labor saving devices in stock, and among these are the

Time Saver Hose Coupler



It is invaluable to all who use hose, and is as superior to the ordinary old fashioned style of coupler as is the lightning express to the stage coach. By pressing the catch with the thumb connection is made in a twinkling. There are no threads to wear and the washer cannot be misplaced.

Our Price List Explains All About It.

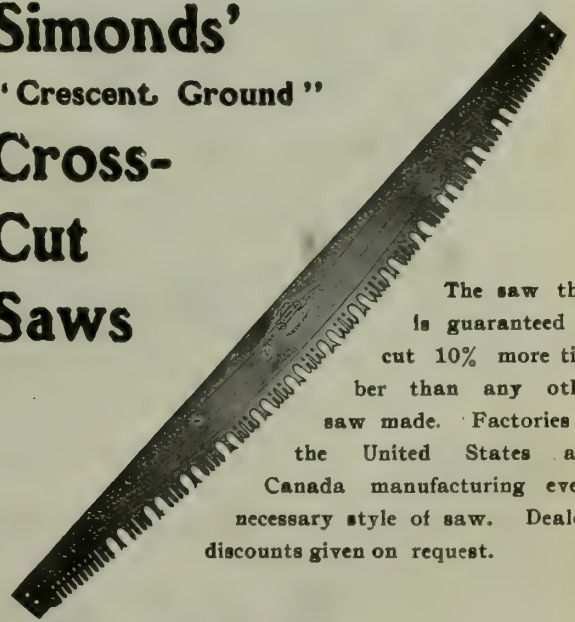
The Time Saving Coupler Co.
Limited

166 Bay Street - - - Toronto, Canada

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.

How SUNSHINE Furnace is Made

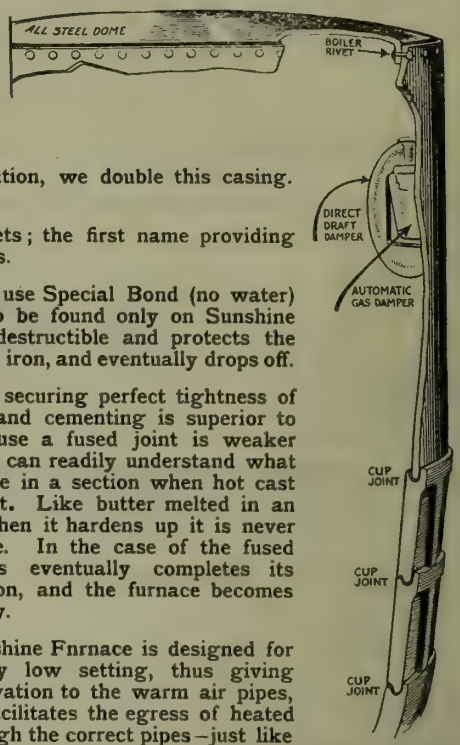
Excellent Materials — Careful Construction

Radiation is the life of a Furnace. As you know, the radiation comes from the dome, and the radiator. As nickelled steel yields maximum radiation and affords maximum self protection we make Sunshine Dome and Radiator of nickelled steel.

Naturally, as the heated air created must have no outlet other than through the registers it is necessary that the outer walls or casing of the furnace be a non-conductor of heat. Otherwise there would be a hot cellar and a cold upstairs.

We make Sunshine Furnace Casings of Galvanized Iron, and, as extra precaution, we double this casing. Some Furnaces only have a single casing.

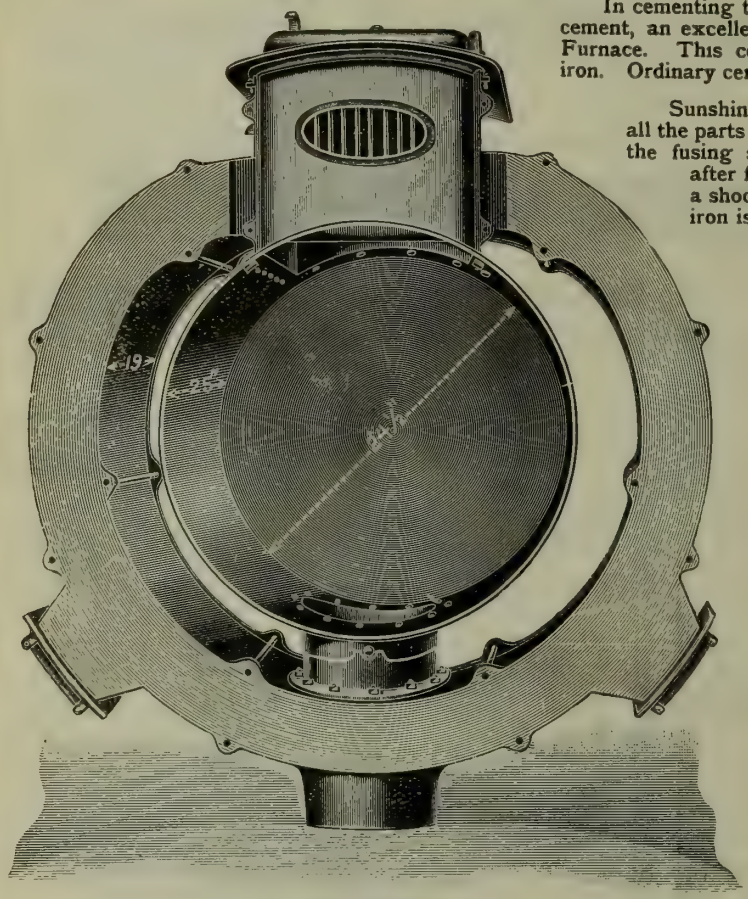
To make all the joints solid we employ our "Famous" cup joint, and boiler rivets; the first name providing for contraction and expansion, the last name producing gas, smoke and dust tightness.



In cementing the joints we use Special Bond (no water) cement, an excellent feature to be found only on Sunshine Furnace. This cement is indestructible and protects the iron. Ordinary cement eats the iron, and eventually drops off.

Sunshine system of securing perfect tightness of all the parts by bolting and cementing is superior to the fusing system because a fused joint is weaker after fusing. You can readily understand what a shock takes place in a section when hot cast iron is poured on it. Like butter melted in an oven, when it hardens up it is never the same. In the case of the fused joint gas eventually completes its destruction, and the furnace becomes unhealthy.

Sunshine Fnrnace is designed for extremely low setting, thus giving good elevation to the warm air pipes, which facilitates the egress of heated air through the correct pipes—just like a healthy man whose red blood is pumped up and down.



STEEL DOME AND RADIATOR

The above cut represents the Dome and Radiator turned on its side, showing the large air space between the Dome and Radiator, also the position of the Direct Draft, Smoke-collar, Clean-outs and Dust-flue.

Sunshine Furnace has maximum heating capacity so that every unit of strength is extracted from the coal, wood, or coke and fully utilized.

Sunshine Furnace has maximum weight so that as the furnace is set in cement this weight makes it absolutely secure in position.

Sunshine Furnace is designed to be operated at the front for the simplicity and convenience of the householder, as the following illustrates: Coal goes in through the main front door, ash pan comes out the lower front door, water is placed in the pan at the top front door, direct draft is operated near the water pan door, the dust damper near the ash door. Draft in lower front door and check draft in smoke pipe are operated by chains fixed to a shield in the hall or a room above.

Sunshine is the Furnace to Sell

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

The Best Year's Business You Ever Had

Is Open To You! Do You Want It?
Why, Yes, of Course You Do

¶ And-if you're familiar with our **New Selling Plan** you can't help feeling the tingle of **brisk business** that's **being hustled your way.**

There's no two doubts this year about the popularity of the **Gurney-Oxford** line and the man who sells them.

The combined forces are too powerful to know defeat. Refresh your memory over the plan our traveler told you—**The Plan that has met with so much ready approval.**

Write at Once if you'd like Further Particulars.

THE GURNEY FOUNDRY CO., LIMITED
TORONTO

HAMILTON MONTREAL WINNIPEG CALGARY EDMONTON VANCOUVER

THIS MALLEABLE IRON RANGE



Will sell quicker and give greater satisfaction to the customer than any malleable range you've ever had on your floor. : : :

No. 8, 18, Square and High Closet
No. 8, 18, Reservoir and High Closet
No. 9, 26, Square and High Closet
No. 9, 26, Reservoir and Closet

It is called **The Joy Malleable** and it is the most perfectly constructed malleable range on the market. Warranted not to warp, crack or break.

The above sizes are ready for shipment. Stocks carried in Toronto, Winnipeg and Vancouver.

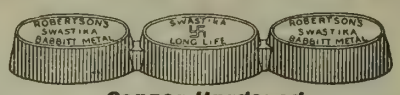
The CANADIAN HEATING & VENTILATING CO.
Owen Sound, Ontario LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG  LIFE

Copper Hardened

BABBITT

Best Babbitt Value in the World.

Copper Hardened

LONG LIFE METALS

SWASTIKA LONG LIFE BABBITT

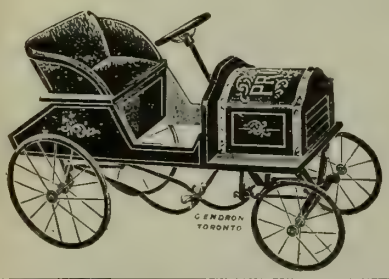
Will stand High Speed and Heavy Pressure Grade High, Price Low. 25c. lb. Write for Booklet

Liberal Discount to Trade.

The JAMES ROBERTSON CO., Ltd., 144 William St., Montreal

Canadian Made—For Canadian People

Cut on the left shows the best Toy Automobile ever placed on this market. Strongly made, prettily painted—an unquestionably brisk seller in every locality where children are found.



Cut on the right shows Practical Delivery Wagon. Made in two sizes. Best on the market for Grocers, Butchers, Printers, etc., guaranteed to carry from 500 to 700 lbs. Hardwood body, 36x18x6 and 39x23x8 inches, painted red, striped and varnished. Wheels 14 inches, iron spokes and tires, gears made of heavy band steel.

Our Big Advertising Campaign is creating business for you in these goods.

Send for Catalog "D."

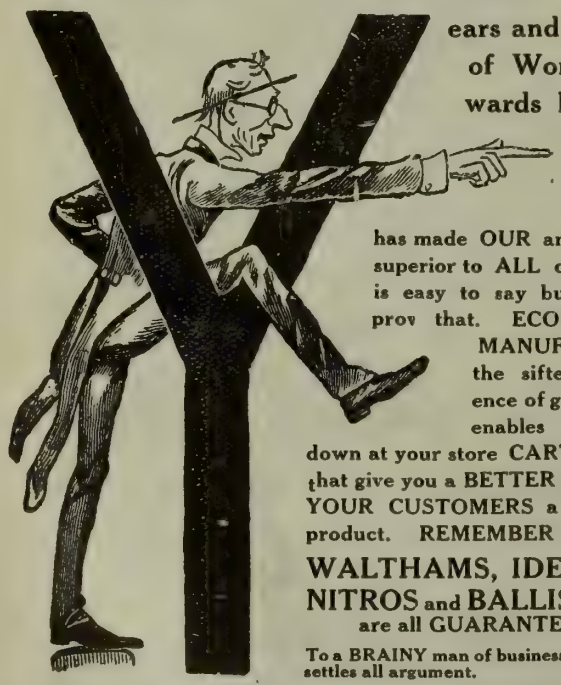


The Gendron Mfg. Co, Limited

Toronto, - Canada

Established 1802

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prov that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
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For F. JOYCE & CO., LONDON, ENG.

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
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SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

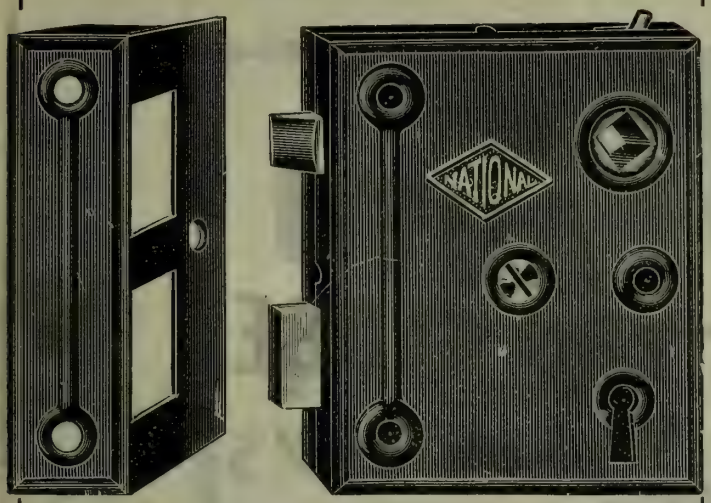
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STEEL RIM LOCK

MADE IN CANADA

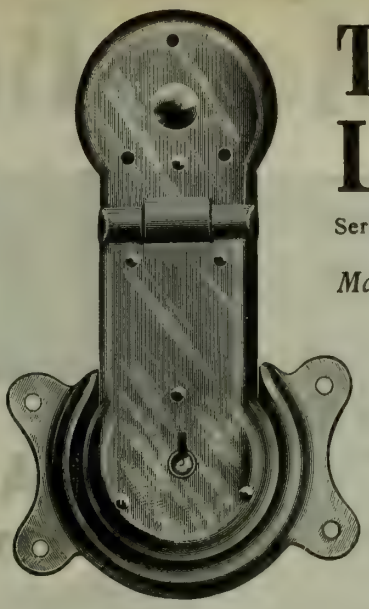


This lock is our No. 3800 and has proven a winner wherever shown. Builders everywhere regard it as a strong, practical lock that never fails to give entire satisfaction to the purchaser of a house. When you want the best value in Builders' Hardware

Ask your Jobber for the National Brand

NATIONAL HARDWARE CO., LIMITED

ORILLIA ONTARIO CANADA



TRUNK LOCKS

Series No. 18 and 19

Made in Canada.

Both steel stamped and cast brass of several designs for Suit Cases as well as Trunks. : : :

Next week we'll tell you about our Hinges for these.

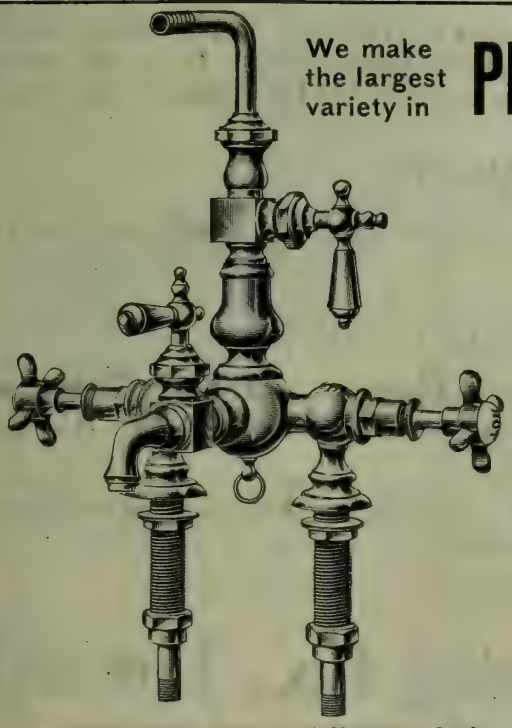
Ask Mr. Jobber or Write Us for Particulars

Brass & Steel Goods, Ltd.

BELLEVILLE - - - - ONTARIO

We make the largest variety in

Plumbers' Brass Goods



Combination Basin and Shampoo Cock

FOR SINGLE BASIN

Has Separate Cushion Supply Valves with Fuller Basin and Shampoo Cocks

Standard Compression Work

Improved Fuller Work

J.M.T. Patent Cushion Compression Work



J.M.T. Cushion-Disc Faucet

They wear longest

Look substantially the best



Combination Basin and Shampoo Cock

FOR TWO BASINS

Has Cushion Supplies with Fuller Basin and Shampoo Cocks

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide St. West, Toronto

No More Broken Globes



PACKED ONE DOZ. TO BOX, COMPLETE

Made of metal. Bright Aluminum Finish. Fitted with Special Auto Magnifying Lenses and Mirror Reflectors.

SOMETHING NEW

A Wonderful Globe

Fits all makes of Tubular Lanterns, and is specially adapted for Driving, Farms, Motor Boats, Fishermen, Mines, Factories, Steamboats, Railways and Fire Departments. It is not necessary to buy a driving lamp for your Wagon or Buggy as the "AUTO" will fit all makes of Tubular Lanterns.

LIGHT YOUR WAY

A dark road, barn or warehouse can be made to look like day, and by simply turning the Auto Globe the light can be thrown at any angle.

150 PER CENT. MORE LIGHT

with the "AUTO" Globe when placed on any Tubular Lantern. "AUTO" Globes are patented and are sold by all Hardware, Crockery and General Stores. With an "AUTO" Globe you do not blind the driver. Will not blow out.

Sold by leading wholesale dealers from Halifax to Vancouver. Descriptive Circular mailed on request

MANUFACTURED IN CANADA BY

The Schultz Manufacturing Co., Limited

Hamilton, Canada

A. H. Brittain & Co., Sole Agents, Montreal

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
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In heating and chemical composition our iron is just right. You can handle it with every confidence that there are no flaws in it and the quality is uniform throughout.

It Sells on Its Merits

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LONDON, CAN.



Buy the Best.

HERCULES
Sash Cord

Star Brand Cotton Rope
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For Sale by all Wholesale Dealers.

ORNAMENTAL
IRON GATES



We are making a new line of Standard Iron Gates—Single and Double—to sell at a low price with a good profit to the dealer. We have a new Catalogue and New Prices that will interest you.

Write for particulars and terms to Dealers

DENNIS WIRE & IRON Works Co., Ltd.

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

This New Pedlar Product Will Sell From The Start



It's a culvert. But it is different from any culvert you know—different and better; and it will sell better in Canada than any other culvert. Every hardwareman ought to stock it, ought to boom it, ought to come right in with us and get the good our big advertising campaign will bring.

It took many a month of hard thinking, many a dollar spent in experimenting, to invent Pedlar Perfect Corrugated Galvanized Culvert. It is not going to take very long to convince every Reeve and Warden in the country that it is the culvert any township can best afford to buy. You can profit by the demand; and I will see that you do profit by it, if you will talk the thing over with me early—now. This Pedlar Culvert is made of best Billet Iron, heavy gauge, shaped and corrugated under a pressure of sixty tons to the square inch. After it is corrugated, it is heavily galvanized all over. It is shipped "knock-down"—nested in half-cylinders—a one horse wagon can haul many hundred lineal feet—keeps freight charges down to a minimum, this nesting feature (possible with no other culvert).

Has triple-rib flange-lock, not corrugated, running along each side—an unskilled man, with a simple tool clamps the sections together in a few minutes.

It is the only culvert that is frost-proof; the only culvert that will stand huge strains without springing or giving. No bolts, no rivets, no tension nuts. It's made in all diameters from eight inches to six feet. It is being, and it will be, widely and largely advertised, and advertised in such a way that the Pedlar representatives will have a long lead over would-be competition for any culvert trade in his locality.

Now, the hardwareman is the natural source of distribution for this Pedlar product. There is a good profit in it for him, easy selling; and protection, in every sense of the word. He doesn't need to carry a great big stock, even. All I ask from him is just the kind of a deal I'll see that he gets. And I will show him, beforehand, that he wants that kind of a deal.

The time to get in on the cream of this culvert trade is NOW. The Pedlar Culvert has a hundred uses—it serves every purpose any wooden pipe, concrete pipe, or smooth steel pipe can serve. It costs less, it will last longer and it will stand more.

What are you going to do about it? I'd suggest that you do this:

Write me to-day, to the head office at Oshawa, and tell me about what prospects you think there are for business in your neighborhood. Then we can get right down to figures.

G. H. Pedlar

The Pedlar People of Oshawa

MAKERS OF HIGH-GRADE SHEET-METAL BUILDING MATERIALS

To save you time and money ample stocks of all Pedlar goods are carried in our own warehouses at:

321-3 Craig St., MONTREAL. W. 423 Sussex St., OTTAWA. 11 Colborne St., TORONTO
86 King St., LONDON. 200 King St. W., CHATHAM.

Send Now For Sample And Booklet

PEDLAR

PERFECT CORRUGATED GALVANIZED CULVERT



For any work any culvert can be put to, nothing else yet made quite equals this new Pedlar product —Pedlar's Perfect Corrugated Galvanized Culverts. Only the Pedlar People in all Canada make a culvert of Best Billet Iron, in semi-cylindrical sections, corrugated under enormous pressure (over 60 tons to the square inch !) and **Galvanized After** being shaped



Most compact and portable culvert made, and the easiest to put in place.

I KNOW it's pretty hard to make some folks believe a new thing is better than what they've been used to—a Pedlar Culvert, for instance, than concrete or wood or whatnot. But I feel pretty sure that you will SEE it is, if you will just look into the question fairly and squarely before you undertake any more culvert construction, or road improvement, or ditching. Don't judge this NEW culvert by anything you've heard about other culverts. MINE IS DIFFERENT—a whole lot different, and a whole lot ahead of any other. Write to my people and make them show you why and how. We're making this in all standard diameters, from 8 inches up to 6 feet, so your wants can probably be supplied. Write and ask questions anyhow.



G. A. Pedlar

This Is The Practical Culvert

Not only is the iron that makes Pedlar Culverts best quality money can buy, but it is unusually heavy—from 14 to 20 gauge, instead of lighter gauges common to inferior goods. This extra-strength enables a Pedlar Culvert to stand heavy traffic upon roads, even though protected by only a very thin cushion of soil. Mark, also, that this is the ONLY culvert made that is galvanized AFTER being curved and corrugated,—thus insuring it positively against rust and decay.

Not a Bolt Nor a Rivet About It

Unskilled Labor Can Easily Lay It

Extra-Heavy, Strong, Rust-Proof

The peculiar Pedlar flange, or locking-rib, along the whole length of each side of these Culverts, clamps together easily and most rigidly. There are no bolts, no rivets, no lock-nuts of any kind,—simply clamp the edges of the flanges together, making a triple thickness of inter-sealed heavy metal along the sides of the pipe (read below here how this is quickly done) and you have a Culvert that is enormously strong, tight, and not only leak-proof but strain and rust and frost-proof, the rib allowing for expansion and contraction.

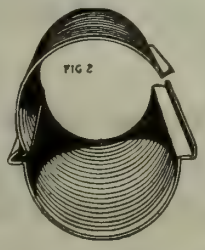
Made of Best Heavy Billet Iron

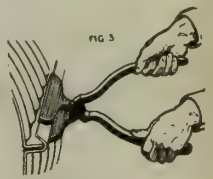
Galvanized AFTER Being Shaped

You cannot appreciate the value and the simplicity of this until you have seen the culvert itself. It is the easiest culvert to put together, and it is better when put together. It is the most portable. It costs less per linear foot to ship by freight, and a whole lot less to haul,—it nests, that's why, of course. And it will serve any culvert use better.



When the sections of Pedlar Culvert, of any diameter—it's made from 8 inches to 6 feet—reach you, they are nested like Fig. 1. Note the two distinct flanges—the radial and the recurved. These fit into each other, and are FLAT, while the CURVE of the culvert is corrugated. Place section on top of section, and the flanges, or locking-ribs, engage easily, as you see in Fig. 2. The joints between one length and another are "broken" —no over-lap reaches more than half-way round the culvert's diameter; and this is possible with NO OTHER metal culvert made. It is a most valuable feature, for it reduces the chance of leakage to the very least minimum.





402

Write To-day For Postpaid Free Sample and Booklet 26

ADDRESS NEAREST PLACE

The PEDLAR People of OSHAWA

MONTREAL OTTAWA TORONTO LONDON CHATHAM

CONGO



NEVER LEAK ROOFING

BACKED BY A 10-YEAR SURETY BOND

We have just arranged with The National Surety Co., a $1,000,000 corporation, to furnish a Surety Bond with every roll of Congo. This bond says that Congo 3 ply Roofing, if directions are followed, will last ten years.

If it should fail during that period you get a new roof absolutely free.

Of course Congo will last the full time and more.

Otherwise the Surety Co. couldn't afford to stand behind it.

The real insurance lies in its durable, lasting qualities. Nevertheless, to give the purchaser confidence, we furnish him absolute protection against loss by including the numbered and recorded Surety Bond with every roll.

No other ready roofing manufacturer dares give such a guarantee.

A Surety Bond like this is as good as gold, and Congo to be sold profitably this way must be "as good as its bond"—and you can be sure it is.

Send for Sample of Congo to-day. You can then see why we are so willing to guarantee it.

UNITED ROOFING & MANUFACTURING CO., Successor to BUCHANAN-FOSTER CO. **Philadelphia, Pa.**

H. S. Howland, Sons & Co., Toronto. Starke-Seybold Co, Ltd., Montreal. Mechanics Supply Co., Quebec.
S. Hayward Co., St. John, N.B. Geo. E. Smith & Co., Halifax, N.S. Miller-Morse Hardware Co., Winnipeg.
E. G. Prior & Co., Ltd., Victoria, B.C.

Loyalty
in the roofing business

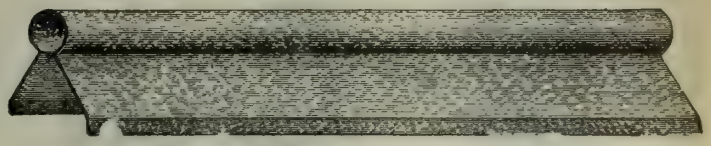
consists of two things. First: the maker remains true to his promises and does not compete with the dealer, but turns over inquiries to the dealer and assists him in every possible way to do a big business. Second: the dealer remains true to his promises and pushes the sale of the goods for all he is worth. It's this kind of LOYALTY between the makers of Brantford Roofing and their dealer-agents that is making a roofing business which is profitable to both dealer and maker.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

Montreal Branch - - 327 St. James Street, Montreal, Que.

GALVANIZED RIDGE ROLL



Here is a good money-making building staple!

You can sell it to carpenters and builders, at a price to compete with wood ridge roll.

It is made in 10 ft. lengths on improved automatic machinery, so that perfect uniformity is assured. This ridge requires no wood filler.

PRICE TO THE TRADE—3½C. PER LINEAL FOOT.

Send us your orders at once and specify the date of delivery required.

"WE WORK WITH THE TRADE."

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

OUR GOODS ARE CARRIED IN STOCK BY

Emerson & Fisher, Ltd. St. John, N.B.	J. A. Bernard Quebec	G. P. Breckon Toronto
Clare & Brockest Winnipeg	Ellis & Grogan Calgary	Wm. N. O'Neil & Co. Vancouver

Remember! There is only one "Galt" Shingle

Only one shingle with the gale-proof, non-leakable, closed side-lock illustrated here:

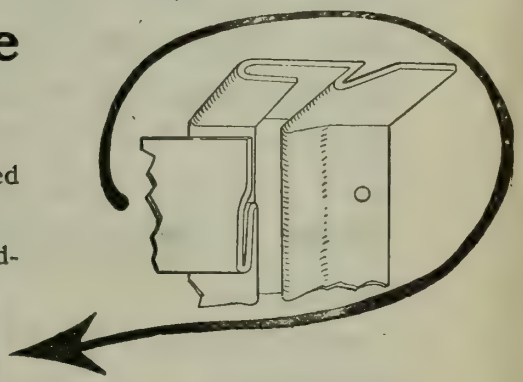
Only one shingle with two concealed nailing flanges:

And only one shingle with continuous, over-lapping end-locks formed without cleats or notches.

Just about places the "GALT" SHINGLE in a class by itself, doesn't it? This is the shingle your customers will insist upon and it's the shingle that you must handle if you want to make the most of metal roofing business.

You don't need to carry stock nor handle an account—just ask us for samples to-day and begin now to corner the roofing business in your locality. Will you?





THIS CLOSED SIDE-LOCK is found only in the new "Galt" Shingle. It is folded down by a blow from the hammer after laying and positively prevents wind from driving snow or rain up and out of the side-lock. It is the simplest, quickest, easiest, ONLY way to keep water out at this point.

It is such a real, conspicuous improvement on the old-fashioned metal shingle that it decides a man in favor of the "Galt" on sight.

This is something REAL to show a prospect—he doesn't care whether the manufacturer is twenty years old or a hundred—he wants a water tight roof and in the "Galt" he has one.

THE GATL ART METAL CO.
Limited
GALT, - ONT.

WINNIPEG, DUNN BROS.

"Eastlake" & "Empire" METALLIC SHINGLES, ROCKFACED

PRESSED ZINC ORNAMENTS, EAVE-TROUGHS & CONDUCTOR PIPES



Our Strong P

With all our varie
Protected the Tra

—A quarter of a century of consistent protection to all hardwaremen and tinsmiths.

—A quarter of a century of actual making and laying of our "Eastlake" Metallic Shingles, which easily lock and stay locked and last.

—A quarter of a century of steady progress in manufacturing every line of architectural sheet-metal goods—advancing step by step with every improvement in metallic manufacture, watching every new utility for metal wares, planning, designing and making—meeting each new need with a new product—with new sidings and ceilings, with new cornices and ornaments, with sky-lights and ventilators, with fire-proof windows and doors, with steel lath and steel eave-troughs.

—A quarter of century of continuous effort and emphatic success.

We are the oldest and the largest manufacturers of metallics in the Dominion. Our output exceeds that of all others combined.

THE METALLIC ROOFI

Manu



TORONTO

a

FIRE PROOF GLASS WINDOWS & DOORS, HAYES PAT

RICK & STONE SIDINGS, SHEET STEEL PRESSED BRICK,

otection Wall



products we Have
e for 25 YEARS.

We have outgrown the peevish stage. We have aimed at your co-operation for twenty-five years and are still firing in the same direction.

We want a labor-saving, trouble-saving connection with everyone in the hardware and tinsmithing trade. Through the press and through our travellers we are always preaching metallics. But more than that, we want to deal just as promptly and thoroughly with any metallic problem you may have as we would if we ran across it ourselves.

Never mind loading your warehouse or your bank account with metallic stock. Just watch the new buildings going up in your own district.

Send us the measurements and get our estimates and order our goods.

There is satisfaction and profit in dealing with us.

NG COMPANY, LIMITED

turers

d WINNIPEG



METALLIC CORNICES & SKY-LIGHTS, VENTILATORS & FINIALS,

NT STEEL LATH, CORRUGATED IRON STEEL CEILINGS

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

MANUFACTURERS' Agent in Toronto calling on hardware builders and mill supply trade, desires to secure a few good agencies. Good connection, thoroughly reliable. Box 818, HARDWARE AND METAL, Toronto. (14)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Second-hand set tinsmith tools. J. W. Scott, Streetsville, Ont. (14)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

BUSINESS CHANCES.

IF YOU ARE LOOKING FOR A BUSINESS opening in the West, state particulars of your requirements to P. O. Box 1752, Winnipeg. (17)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

A HARDWARE, Plumbing and Tinsmith business in a town in Western Ontario. Would recommend partnership of a plumber and hardwareman. Good reasons for selling. Write for particulars. Box 821, HARDWARE AND METAL, Toronto. (15)

HARDWARE and furniture business for sale on Winnipeg Wetaskiwin line in Alberta. Good district. Stock about $5,000, turnover $25,000. Real estate about $2,000. Sell or rent. Address Box 39, HARDWARE AND METAL, Winnipeg. [17]

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MISCELLANEOUS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

AS TRAVELER for hardware, stove, furnace, or plumbers' supplies, wishes to better position. Box 816, HARDWARE AND METAL, Toronto. (14)

EXPERIENCED SALESMAN for hardware and stoves, with general knowledge of heating. Wholesale and retail. Box 822, HARDWARE AND METAL, Toronto. (16)

HARDWAREMAN, now in west, open for position. Would take charge of hardware department in general store. Box 25, HARDWARE AND METAL, Winnipeg. (15)

HARDWARE SALESMAN, age 27, single, desires to locate in Western Canada. Box 819, HARDWARE AND METAL, Toronto. (14)

TRAVELER open for new position. Has been calling on retail hardware trade in Ontario for fifteen years. Box 815, HARDWARE AND METAL, Toronto. (14)

WANTED—Position of trust, experienced banker or partnership in broker's or other financial business. Can supply limited capital. Financier, care J. B. MacLean, 10 Front Street E., Toronto. (14)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

Practical Furnace and Stove Salesman

WANTED--To take charge of Retail Salesroom for manufacturer in Canadian city. Apply Box 810, HARDWARE AND METAL, Toronto. (14)

TRAVELER of experience in the Stove and Furnace Business for the Provinces of Quebec and New Brunswick. Must speak English and French. Address Box 786, HARDWARE AND METAL, Toronto, stating experience, salary, etc. (tf)

WANTED—At once, thoroughly competent man to assume charge of sporting goods department with large wholesale hardware company in the North-West. Apply, stating experience, salary required, also references, etc., to Box 820, HARDWARE AND METAL, Toronto. (14)

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal. (tf)

WANTED—Experienced young man for retail stove and tinsmith business with $2,000 or more to invest, salary given, interest guaranteed and share in profits. Will sell business if desires to purchase now or later. Box 811, HARDWARE AND METAL, Toronto. (14)

WANTED—Hardware clerk, must be good salesman and stock keeper. State age, experience and salary expected. J. S. Moir, Arnprior, Ont. (14)

WANTED—One first-class tinner, capable of estimating and taking charge of shop. Apply with references, stating age and wages expected. The Hick Hardware Co., Lethbridge, Alta. (15)

TECHNICAL BOOKS

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept, 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.



TRAVELING SALESMEN

EARN BIG SALARIES

From $1,000 to $10,000 a year and expenses. If you want to enter the easiest, best paid profession in the world, our free catalogue "A Knight of the Grip" will show you how. We place hundreds of our graduates in good positions with the best firms all over the United States and Canada. Write (or call) for particulars today. Address Dept. 288 National Salesman's Training Association

Chicago, Kansas City, New York, Minneapolis, San Francisco.

Write nearest office.

ANYTHING
IN
STEEL
OR
WIRE

We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL



The roofing that pays dealers

Roofing that has been steadily and extensively advertised for several years to users all over the country is bound to have a larger and readier sale than substitutes and imitations that spring up like mushrooms, especially when it has the quality to back it up, and an immense organization to guarantee its quality.

Genasco
Ready Roofing

is the roofing that the prospective users know about. They know what it's made of. We have been telling them about the Trinidad Lake Asphalt that makes Genasco resist sun, air, heat, cold, fire and acids; and makes it last. They know there's no mystery about it—and that's the kind of roofing they want.

This makes Genasco an easy-seller and a satisfaction-giver. That's the reason it pays you to sell it.

Mineral and smooth surface. Fully guaranteed in writing. Write for samples and full information.

THE BARBER ASPHALT PAVING COMPANY
Largest producers of Asphalt and largest manufacturers of Ready Roofing in the world.

PHILADELPHIA

NEW YORK | SAN FRANCISCO | CHICAGO

Roofer's Supply Co., Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.

GENASCO
THE STANDARD OF EXCELLENCE
TRADE MARK
REG U.S.PAT OFF

IMPROVED AND PROVED

Is something new. It means that the most rigidly tested and inspected ammunition in the World is now *Made in Canada.* It means Cartridges and Shot Shells that are as *Quick,* as *Powerful* and as *Clean* as if loaded especially for an International Match. And to the Dealer it means

ONE LINE OF AMMUNITION ONLY

There will be no call for duty-paying ammunition.

Dominion Improved and ***Proved*** has turned the tables. It costs less, because *Made in Canada,* shoots better, because *Improved* and *Proved,* and it is *Guaranteed Sure.* Made for all sizes and makes of guns. Catalog?

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

KEMP'S OILERS

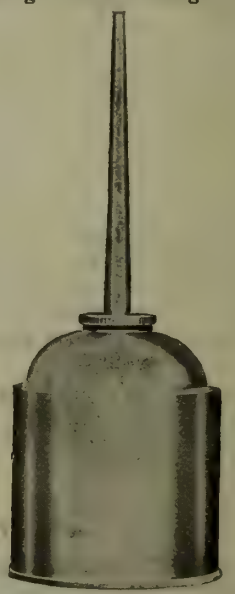
MACHINE OILERS
Chase's Pattern—Zinc



No.	0	1	2	3	4
Diameter	2 1-16″	3″	3¼″	3¾″	4″
Case lots, gross	2	2	2	2	2

Prices
on
Application

SEAMLESS
MACHINE OILERS
Threshing—Bent or straight spouts



No.	675
Inches	3 x 3½
Case lots, gross	2

Kemp Manufacturing Co., Toronto, Canada

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

Opinions About the Spring Number

"Be sure you're right then go ahead," is a good motto for any line of business. The unanimous opinion of manufacturers, jobbers and retailers seems to be that we are working along right lines in connection with our Annual Spring Number.

It is gratifying to us that so many representative firms have hastened to express to us their appreciation of this number as soon as they had examined it.

The success of this number does not consist in the amount of money represented in the advertising pages, or in the amount of reading matter it contains. The success of the number from the standpoint of advertiser, subscriber and publisher depends entirely on whether the information it contains will make hardware dealers and their clerks shrewder buyers and more efficient salesmen.

To this end the advertisers are urged to supply copy which will impress their strongest talking point on the men who have so much to do with the sale of their goods. Each year manufacturers and jobbers have taken more pains and gone to more expense in the preparation of their copy. It is to the interests of the retail trade to have advertisers place before them talking points of their goods in such attractive form that they will remember these points when they are endeavoring to make sales to their customers.

We would therefore urge the trade to write any of the advertisers whose announcements they consider specially attractive and in this way they will encourage them to do even better another year.

"We acknowledge receipt of your annual spring number, which came duly to hand and wish to take this opportunity of expressing our hearty appreciation of the attention which our advertisements have received. After many years of advertising in your columns we are satisfied to continue. Eternal vigilance and push are the price of success; that is particularly the case when endeavoring to acquire new trade. Perfect goods, fair and equitable treatment of customers are necessary factors; then advertise, and we know of no better medium than the Hardware and Metal.—The Martin-Senour Co., Chicago.

* * *

"Have carefully looked over the spring number from cover to cover, particularly every advertisement, and these are unusually attractive. It is truly an educator to any man who desires to be abreast of the times in the hardware trade to read the practical articles by Mr. Lariviere and others. They should stimulate any man to bigger and stronger plans and put "ginger" into his business. A strong and extended article on salesmanship, perhaps in the form of lessons, by the Sheldon people, or some other acknowledged source, would add value to the special number and aid in having it kept for future reference, which as you know appeals to advertisers strongly. Any number of short articles, be they ever so good, do not lead to the number being kept, as would something extended and important."—Brass & Steel Goods, Limited, Belleville.

* * *

"Please send us two extra copies of your annual spring number for which you will find 50c. enclosed. There is no doubt but that it is a most valuable issue of your paper for any hardwareman to have."—Bond Hardware Co., Guelph.

* * *

"Your annual spring number has just reached us and it is impossible to give anything but praise to it. In fact, we think it is many a day since such an attractive number of any trade publication has appeared.—Chicago Flexible Shaft Company, Chicago.

* * *

"We think your latest spring number which has just come to hand is the finest production you have yet made and we cannot well see how you could improve on it in any future number. In our opinion there is no better medium of advertising to reach the hardware and general trade and as far as we are concerned we are thoroughly satisfied in every respect."—Standard Paint and Varnish Co., Windsor.

* * *

"I must congratulate you on the fine spring number of Hardwate and Metal as it is certainly a credit to the MacLean Publishing Company. The reading pages are very instructive and I am going through them slowly at home each evening, but what has interested me most of all is the matter on the advertising pages which are a mine of information for any retail hardware merchant."—H. P. Morgan, vice-president Peterboro Hardware Company, Peterboro.

* * *

"Your spring number received. In our opinion it reflects credit on your company, and we have always considered that we get good returns from any advertisement investment we have made in your papers."—Lewis Bros., Limited, Montreal.

* * *

"Your issue of March 20, is certainly a credit to you. It is well gotten up and the advertisements are attractively displayed. Taking it altogether, we will just sum up our opinion in this, that it is well done."—The Hobbs Hardware Co., London.

* * *

"We are in receipt of your special spring issue and wish to compliment you on this work. The composition, press-work and editorial work is a credit to your office and mechanical staff and the hardware trade should be pround of such a worthy champion. We suppose that your future issues will be better than this but we think that everybody concerned should be well satisfied if they are as good."—The Galt Art Metal Co., Galt.

* * *

"We wish to congratulate you on the publication of such a very fine and attractive edition."—The Metallic Roofing Co., of Canada, Toronto.

* * *

"We are in receipt of the special number of the spring issue of Hardware and Metal, and in our opinion we think the number is a good one, and should be appreciated by the hardware trade."—Onward Mfg. Co., Berlin, Ont.

"We are just in receipt of a copy of your annual spring number and after looking it over, we feel that we should compliment you upon the production of such a creditable number. With special reference to our own advertisement, we would add that we are well pleased with the color work and anticipate good results in time."—The Woodstock Wagon and Mfg. Co., Woodstock.

* * *

"We are in receipt of your annual spring number. It is a very creditable publication and we have no regrets for taking two pages for advertisement instead of one as formerly. The arrangement of our ad. is entirely satisfactory."—David Maxwell & Sons, St. Marys.

* * *

"The annual spring number of Hardware & Metal has just come to hand, and in glancing over it casually, I am struck with the great improvement which has been made this year. The cover is especially fine, and is, I think, much better than anything used on the spring number within my remembrance.—Metal Shingle & Siding Co., Preston.

* * *

"We have received your annual spring number and are very well pleased with the appearance of our ad. The number is very complete and attractive."—Hollands Manufacturing Company, Erie, Pa.

* * *

"We must say your annual spring number is a very attractive edition indeed and we cannot suggest any changes whereby you could improve on it."—The Brown, Boggs Co., Hamilton.

* * *

"Your special spring number more than surpassed our expectations and we can make no suggestions as regards further improvement."—Ontario Lantern & Lamp Co., Hamilton.

* * *

"Your annual spring number looks good to us."—The McClary Manufacturing Co., London.

* * *

"We have much pleasure in stating that we are extremely pleased with your spring number just to hand, and to say that it comes up to expectations hardly does it justice, although we are accustomed to look for something good from Hardware and Metal. We also wish to thank you for the pains you have taken

with our ad., and we are pleased with its appearance.—A. C. Leslie & Co., Montreal.

* * *

"We have received the spring number of Hardware and Metal, and on looking it over we find it is a splendid edition. We think it is the best you ever issued. You are to be congratulated for issuing such a fine number."—Adolph & Bonnett, Listowel, Ont.

* * *

"We are in receipt of your annual spring number. We are pleased with the advertisement, of our product, and the number as a whole is very satisfactory indeed. We can think of no suggestion at the present time, that would tend to make it more valuable."—Lufkin Rule Company, of Canada, Windsor.

* * *

"We received the annual spring number, and are certainly very much pleased with same, and can assure you that you deserve every credit for turning out such a splendid journal."—The Hall, Zryd Foundry Co., Grimsby.

* * *

"We consider your annual spring number a very handsome book and well gotten up in every way. The advertisement that shows under our heading is pleasing to us."—The Hart & Cooley Company, New Britain, Conn.

* * *

"We have received your spring number of Hardware and Metal, and are very much pleased with our ad."—The Schultz Bros., Company, Brantford.

* * *

"I have not had an opportunity to carefully digest all the matter contained in the special number. From the perusal I have made of it, however, I am convinced that this is the best number you have issued, both as regards the interesting character of reading matter and the splendid advertising display made by the different firms whose ads. appear therein. I venture to say that to the retail hardwaremen, especially those some distance removed from large centers, the valuable matter contained in this special number will prove very interesting and instructive."—A. J. Wood, Montreal Rolling Mills, Montreal.

* * *

"The copy of your annual spring number was duly received and we want to congratulate you on the appearance and contents. This should prove a very interesting number to all of your subscribers."— Smith Hardware Co., Montreal.

* * *

"Owing to the press of the spring business we have been unable to write you earlier regarding the exceedingly interesting spring number which you issued last week. It is full of good reading matter, and, being printers ourselves, we can confidently say that the whole volume is well set up and of a handsome and striking appearance. 'En avant!' (go ahead) is evidently the motto of Hardware and Metal."—W. H. Evans, The Canada Paint Co., Montreal.

* * *

"We believe you have the best publication in Canada, and it is always with interest we examine its pages on its weekly rounds."—W. H. Turnbull & Son, Brantford.

Retail Hardware Association News

ONTARIO EXECUTIVE MEETING.

A meeting of the executive committee of the Ontario Retail Hardware and Stove Dealers' Association will be held at Toronto on Thursday, April 8, to discuss various matters regarding the work of the association, including the place of holding the 1910 convention and the proposed summer trip to Montreal.

Regarding this Montreal trip, if it is held, it will not be of the nature of a convention, as some seem to think, but rather a coming together of hardwaremen and their wives in a joint excursion to a central point of interest—a gathering where old acquaintanceships can be renewed and new friendships created, where business and pleasure can be merged to the mutual benefit of all. It is suggested that one, or possibly two meetings be held, one to be a "Question Box" and the other a discussion on freight claims with representatives of the big railways present to answer questions.

If the trip is decided upon some social features will be included—an offer of a boat trip down the St. Lawrence has already been made and other features such as shooting the rapids, a trip up Mount Royal, etc., will probably be arranged.

In connection with the executive meeting it has been suggested that the Toronto members of the association meet the executive at luncheon on Thursday evening to talk over trade matters and this feature will be included on the program.

HELPS THE MAIL ORDER HOUSES.

The anti-revolver legislation proposed in the Dominion Parliament is undoubtedly more drastic than hardwaremen will approve of. Something can be said in favor of restricting the sale of revolvers which one Toronto paper styles the "murder gun" and hardware merchants will not oppose any reasonable proposal to keep track of sales to aid the police in case of criminal acts. But bill No. 83, introduced into Parliament by E. M. Lewis, M.P. for Huron, would practically prohibit the sale of revolvers in retail stores and turn the trade to the mail order houses, besides encouraging smuggling and illicit trade.

As a matter of fact, revolvers and air-guns are not supposed to be sold to minors under sixteen, a maximum penalty of $50 being provided, while the Criminal Code, sub-section 2 of section 119, reads as follows:

"Everyone is guilty of an offence and liable, on summary conviction, to a penalty not exceeding $25, who sells any pistol or air-gun without keeping a record of such sale, the date thereof, and the name of the purchaser and of the maker's name, or other mark by which such an arm may be identified."

Mr. Lewis, however, wants to add: "No revolver or pistol shall be sold to any person unless he produces to and leaves with the vendor a permit in writing from the chief of police or a police magistrate or justice of the peace allowing him to purchase a revolver or pistol."

A bill, more reasonable in some respects, came up in the Ontario Legislature on Thursday afternoon and after discussion was withdrawn. It was introduced by Mr. McPherson, M.P.P. for West Toronto, and containing provisions intended to prevent (1) the sale of revolvers, etc., in pawnshops and second-hand stores; (2) the sale of any firearms or ammunition by or for any person under 18 years of age; and (3) further restricting the sale of all firearms and ammunition by compelling the keeping of accurate records of each sale; (4) heavy penalties being provided for non-observance of these regulations.

The first provision will be generally agreed to but the prohibiting of the sale of ammunition to minors would prevent youths under 18 years of age from participating in target practice while the tendency of public sentiment is in favor of accepting the endowment of $500,000 offered by Lord Strathcona for the purpose of encouraging young Canadians to become expert marksmen. The provision of keeping records of sales as outlined in the act are also more drastic than required, all that is necessary being the enforcement of the clause governing this point in the Criminal Code.

The bill was opposed by Geo. C. Wilson M.P.P. for Wentworth, and Hon. Frank Cochrane, both hardwaremen, and R. R. Gamey, formerly a hardware merchant, and after discussion withdrawn.

If hardware merchants throughout Canada take the trouble to write their member of Parliament urging the enforcement of present laws and the lack of necessity for further restrictive measures it is likely that Mr. Lewis' bill in Parliament will meet the same fate as did Mr. McPherson's bill in the Ontario Legislature.

CATALOGUES AND BOOKLETS.

Telephone Book Cover.—A. C. Leslie & Co., Montreal, are supplying their friends in the trade with a telephone book cover. By an easy arrangement of wire the book is firmly fixed inside, while the covers themselves being of very stout board and of handsome appearance, give a pleasing appearance, too, at the same time preserving the contents. The firm have had numerous inquiries for this useful and artistic cover, but those in the trade who have not had one should address the firm.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Tin—Now 32½c.
Lead—Advanced to $3.75.

Toronto.

Lead—Advance of 5c.
Tin—Up 1c.

THE MARKET SITUATION.

During the week all the metals in the primary markets took a turn for the better, and this has naturally influenced Canadian markets. The clearing off of another Banca sale, gave bull operators a chance to manipulate the English tin market. The United States tin plate consumption is improving, and for the time being much more interest is taken by users in the markets. Developing strength in the English copper market improved the situation in New York, and prices rallied a little. But the heavy production of the metal is having a very depressing effect. Both lead and spelter have showed better strength across the Atlantic, and it looks as if the dying away of the war scares was having good effect. The iron and steel situation in the States is very unsatisfactory. Too much pig is being stored, and with prices still dropping, a very pessimistic feeling is apparent. Finished steel products have also been badly hit, and bottom prices have not yet, apparently, been reached. Conditions in the Old Country are somewhat brighter although not so bright as they might be; Cleveland warrants are quoted at 46s 10d, which is 7d higher than last figures.

The Iron Age (April 1) says: The wire trade is beginning to feel the approach of the close of the spring trade, so far as the mills are concerned. Shipments from storehouse and mill continue heavy, but production is beginning to decline. On the other hand, the tin plate mills have been pressed into service until now about 90 per cent. of the capacity is working. The works are taking care of the season requirements of the canners, and will probably try also to accumulate a stock in anticipation of summer developments. Copper has gained a little in strength, there having been further sales to domestic consumers. The market is now at 12⅝c cash for electrolytic. Lead is up to 4.10c, New York, and spelter is a shade higher. There has been a good deal of activity in tin, and the price of the metal is now the highest of the year.

The Iron Trade Review (April 1) says: The mills are getting a fair amount of business in bars, plates, shapes and merchant pipe. Tin plate operations have increased rapidly during the past several weeks, and the American Sheet & Tin Plate Co. is now running 94 per cent. of its serviceable capacity. General conditions, however, are scarcely up to the point at which the market broke in February, and it remains to be shown by further lapse of time whether any considerable volume of new business will be stimulated by the reduced price level. A stronger inclination toward weakness is shown in pig iron, although the transactions through which conditions are expressing themselves are not sufficient to show the true levels of the market. Makers are facing the problem of heavy stocks being constantly increased, and of unsettled prospects as to when the market will be able to absorb this surplus tonnage.

MONTREAL.

April 2.—There is a strong tone to the markets this week. Not only have tin and lead advanced, but the other metals are much firmer. This is chiefly due to the improvement in the primary markets, although good local trade has contributed to the movement. The nearing approach of open water has also helped in the betterment of the situation. There is a much brighter feeling all the way round, and with stocks in their light state, trade prospects undoubtedly look very promising.

During the week inquiries increased in strength, influenced probably by the firming tone in the markets. A good many orders are being held off until users are certain as to which way prices will turn, and any decided improvement to the markets would see these orders quickly placed. Tin has been in good demand during the week, while lead has taken a turn for the better.

Antimony continues to show improvement, and the market seems working for higher prices. Canadian furnaces are reported as having a fair amount of business on hand, and prices are held firmly although, of course, under the figures obtaining for English and U.S. iron.

PIG IRON—Little business is doing in imported pig at present. There is practically none left in store, and users unless severely pressed, are waiting for their consignments due into Montreal at the commencement of next month. Canadian furnaces are reported as being in almost full operation on old and new contracts. At Ontario points, home furnaces have to meet with the low prices made by U.S. furnace interests, and in Montreal district they come into competition with English metal, which is being offered at prices which are lower than for many months past. But while meeting this competition they are holding the market well. A good season is anticipated in imported pig, and also in steel and structural material. We quote open water prices as follows: Middlesboro No. 3, $16.50 to $16.75; Summerlee No. 1, $18.75 to $19; No. 2, $18.25 to $18.50.

TIN—With a strong advance in the English market, and very good local trade, tin has been raised 1c, and jobbing lots are now quoted around 32½c. The stronger tone has brought out inquiries, and users are displaying much more interest in the market.

COPPER—Copper is unchanged this week, although the tone is firmer owing to better figures at London and New York, and ordinary jobbing lots can still be obtained at 14c. While copper has not been in so good a demand as tin, a satisfactory movement has occurred. Inquiries are better than they were and prospects look good, especially considering the absence of stocks in users' hands.

SPELTER—Spelter is very firm at $5.50. Trade is steady. Some heavy shipments are expected at the opening of navigation, but with industrial activity increasing, it is expected that the metal will soon be swallowed up, and fresh orders quickly in from consumers.

LEAD—Owing to the rally in the English market lead has been advanced 10c, and we now quote imported pig at $3.75,. Trail taking a corresponding increase at $3.65. Trade in lead seems quieter than in the other metals, although with the building season near at hand, business is expected to develop strongly before long.

OLD METALS—There is no change this week. We quote; Heavy copper and wire, 11c; light copper, 10c; heavy red brass, 10c.; heavy lead, 2¾c; wrought iron, $11; No. 1 cast, $14.50.

TORONTO.

April 2.—The metal business is now in a better position than it has been for a year back. That is the statement of a prominent Toronto metal man. All the metals are active and strong and the prices are firmer, and in the case of lead and tin show an advance.

The volume of metals moving is great. While individual orders still call for small lots they are frequent enough to make the totals bulk large. Copper futures are asked for and in a great many cases are being taken up, though metal jobbers say as they cannot buy the red metal farther ahead than May, it is a little hard to expect them to supply copper for consumption on orders calling for delivery up to the end of the year.

Pig iron and manufactured steel are showing strength as the distance between the cut prices in the U.S. of some short time ago lengthens. Spelter, antimony and sheets and plates are unchanged, but are showing advancement from week to week. The warmer days of this week have increased business quite perceptibly.

The West is again to be a good customer, and local men expect to share in some of the business going. The great demand for agricultural implements and the inadequate supply has caused inquiry to be made here for metals by manufacturers, and judging from recent

reports these inquiries will lead to business. Metal men think so at any rate.

PIG IRON—Cleveland $22; No. 3 Middlesboro, $21; Canadian foundry, $18.50, are still the prevailing market quotations, and the market shows strength, too. The fear of cutting in manufactured iron and steel has declined somewhat, and the advance noted in other metals has helped the iron and steel situation wonderfully.

COPPER—Very active and strong, with buyers looking for the metal for future delivery at the low prices prevailing. Dealers say they cannot buy in New York beyond May, but they are not averse to do business when orders for good stocks call for delivery up to December. The local price is yet 14c, but copper is very firm at that figure and may advance a little, though not much, as production is still greatly in excess of demand.

TIN—Up 1c; now quoted at 32c, and active. The business in tin has ben splendid and at present there does not appear to be any let-up.

LEAD—An advance of 5c has taken place since last issue. The local quotation is now $3.85. Like in the case of tin, first-class business has been done and the prospect for the future is good.

SPELTER—Although inquiry has increased during the past few days, spelter sales are still quiet. The outlook is hopeful, however, and business may revive as it has with almost every other metal.

SHEETS AND PLATES—Very good steady business has been done. Unlike other metals these lines do not figure largely in speculation. No change in price is expected for six weeks yet, and perhaps not then.

OLD MATERIALS—Large stocks are still being carried, but sales are satisfactory. Scrap metals are demanding fine prices, when these are taken in comparison with the new metals, and some buyers continue to prefer scrap to the new metals, especially when small lots are considered. Prices are unchanged. Dealers are paying the following prices: Heavy copper and wire, 12¾c; light copper bottoms, 11c; heavy red brass, 11¼c heavy yellow brass, 9c; light brass, 6¾c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3⅛c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 8c.

HARDWARE MARKETS

MONTREAL.

April 2.—Jobbers are now busily engaged in shipping orders which have been held for the lower freights. There is no great rush observable, but the bulk moving is very good, and certainly better than at this time last year. Immediate delivery orders have also developed in strength the last few days, showing that while dealers are still inclined to feel their way yet they are taking a more hopeful view of their trade possibilities. Travelers report that confidence is developing all over the country, and that the prospects of a strong improvement along steady lines, are very bright.

Housecleaning lines are well to the fore, while builders' hardware shows gratifying improvements, and by the time the building season opens dealers will be well stocked up. Hose and gardening tools are moving freely. Although many orders in ice cream freezers, and refrigerators are still being held back in shipping, good bulk is now moving. Bookings in harvest tools are also assuming satisfactory strength.

No important changes in prices are reported. The markets are firm, and a bright feeling is in evidence among the trade generally.

BUILDERS' HARDWARE—With the near approach of the building season immediate delivery orders in builders' hardware are showing strong improvement. All lines are moving, the generally assorted character of the orders being very marked. No changes in prices are reported, and we quote door sets and escutcheons, 50 and 10; escutcheon pins, steel, 50; brass, 55. Spring hinges, No. 20, $9 per gross.

SPRING LINES—With the arrival of the lower freights, jobbers have been very busy in despatching accumulated orders. The movement in hose and gardening tools is very marked. Carpenters' tools are also in good request. Poultry netting, green wire cloth and screen doors are moving out well. We quote: Screen doors, stained, $7.80; grained, $8.10; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

SPORTING GOODS—Fishing tackle is now commencing to move strongly, and dealers are getting their stocks ready for what promises to be a good season. Cartridges for trap shooting are in growing request. We quote: Dominion rim cartridges and C.B. caps, 50 and 2½ per cent.; B.B. caps, 50, 10 and 2½ per cent.; Crown black powder, 18 per cent.

MINERS' SUPPLIES—The strong movement in these lines still continues, and most successful trade is being done. Jobbers are keenly alive to the trade possibilities of the mining districts. We continue to quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

HARVEST TOOLS—Bookings in harvest tools continue to improve. We quote hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

BOLTS AND NUTS—Trade is showing improvement, orders coming in steadily and well. The market is firm,

WIRE—Good shipping is now going on in wire. Immediate delivery orders are steadily increasing in strength. There is no change in prices, and we quote: Plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire, No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65, straight and mixed car lots, and $2.75 small lots.

BRIGHT WIRE GOODS—Screw eyes are still in good demand. Other lines, if not so prominent, are showing improvement. We quote: Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes, screw eyes, and square hooks, 60 per cent. Wire hat and coat hooks, 40c a gross.

TORONTO.

April 2.—The month of April has opened out remarkably well, and judging from the way goods have been going out the past few days it looks as if the trade was nearly back to the place it occupied in the boom days of 1907. Of course many of the orders now being filled are orders that were booked at various times since the beginning of the year for delivery about April 1; but there is fine immediate buying going on and jobbers are more than satisfied.

The mining regions in the northern part of the Province began the call for goods and during the past ten days the older and more settled portions of Western Ontario have been buying in car lots. Now the west is asking for goods, especially for agricultural tools and building materials, and a couple of cars of hardware went forward this week for distribution in Alberta.

The country roads are still pretty bad and hardwaremen in the smaller centres have not yet experienced the pressure of sales so much as city hardware merchants, but from the way they are stocking up of late there can be no doubt that frequent inquiries have been made.

SPRING LINES—Poultry netting, screen doors, tubs, brushes, washing machines, kitchen utensils, housecleaning articles, and lawn goods are but a few of the lines which come under this heading. They are going out in splendid style. Perhaps the best selling line this past week, however, has been agricultural implements—shovels, spades, pitchforks, rakes, hoes, etc. They have been going out in almost unprecedented numbers. The agricultural sections of Ontario and the west have actually been taking these tools by the carload. Refrigerators, ice cream freezers, lawn hose and sprinklers, too, are in demand again, though shipments are not yet very heavy in these lines. The mining regions are still asking for goods, and tinware, rope and prospectors' tools are going there. The bulk of the goods for the mining country, however, are now there or on the way, at least, those intended for Gow Ganda are, as when the snow melts the roads will not be fit for heavy teaming.

BUILDERS' HARDWARE — City hardwaremen are experiencing good sales and jobbers say their city business is better than it is in the country just at the moment. Outside, however, there is a good movement on the way, and business is expected to be splendid in this line the coming season, now that an almost bumper building year is assured. Door sets, locks, bolts, hinges and many new door and window contrivances are being shown and are also being included in orders now being filled.

SPORTING GOODS—The hardware trade is on the fringe of a good season for sporting goods, so we are assured by travelers' who know, Certainly the fine weather of the past few days has given outdoor sport a boost, and with the opening of the baseball season right at hand there should be some business for the hardwareman who is ready for the emergency. The football season, too, is at the door, and next month lacrosse will be here.

HEAVY GOODS—The best business in a year is now being done. Prices are unchanged. Bar iron is $1.95. Stove bolts are 80 and 7½. Bright and steel wood screws, flat, 85 and 10 and round head, 80 and 10 per cent. Brass screws are : flat, 75 and 10 and round head, 80 and 10 per cent. Brass screws are : flat, 75 and 10, and round, 70 and 10. Nails are in exceptionally good demand,

BRIGHT WIRE GOODS—Good sales being made of all articles coming under this head. Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; store pipe eyes, screw eyes, and square hooks are at 60 per cent. continue to be the quotations. Wire hat and coat hooks, 40c a gross.

THE COPPER SURPLUS.

The voicing of the complaint that copper is being produced too rapidly is becoming stronger every day. During the closing months of last year doubts were expressed as to the wisdom of piling up such heavy stocks, but the then heavy exportation to Europe, and the belief that a strong consuming demand might break in at any moment, made the situation seem less hazardous than it really was. But now, with the greatly reduced exportations across the Atlantic, and the home legitimate demand seemingly no more anxious to break in the dangerous position of copper, stands out in much clearer relief. Although producers maintain that the present situation is not dangerous and certainly they hold up prices with great determination, there is no minimizing the fact that stocks are exceedingly heavy, and are being added to every day. At the same time the demand is dull with no certainty of any immediate improvement.

If consumers were ignorant of the fact that all this metal was being held, the possibility of their being tempted into the market would be greater. But they are fully aware of how much metal is being stored, and in the hopes of a break, they are holding off to the last gasp. It is now a question of who can last the longest—the producer or the consumer. Even if all the copper that has been sold in the last six months, for instance, had for a certainty gone into consumption, whether in Europe or America, the situation would be easier —although not much—but it is open to doubt whether the metal has been used. It is exceedingly probable that it is being held for speculative purposes, and it must not be overlooked that metal in speculators' hands weakens and not strengthens a situation.

With this surplus of metal all buoyancy is being squeezed out of the markets, and a tremendous reaction will be necessary to throw off the weight of the heavy stocks. If the larger interests will not do what the big steel interests did from the start, reduce their output, then the smaller concerns must close down, and thus relieve a situation that is daily becoming serious, so far as the future prospects of copper are concerned.

TRADE NOTES.

Ontario.

J. W. Scott, Streetsville, intends building a hardware store at Port Credit.

Harry Moulden, manufacturers' agent, Winnipeg, is renewing acquaintances in Toronto this week.

M. W. Howell, of the Howell Hardware Co., Goderich, is one of the delegates to the missionary convention in Toronto this week.

W. H. Wiggs, head of the Mechanics' Supply Co., Quebec, is in Toronto this week attending the Laymen's missionary convention.

The LePage Door Check Co., Toronto, whose factory was burned recently, have secured fine new premises at 256 Macdonell Avenue, Toronto.

J. O. Cameron, who for some months has been head salesman in the Moir hardware store, Arnprior, left last week to accept a position with a Buckingham, Que., firm.

John Miller & Son, Montreal and Toronto, have been appointed sole Canadian representatives for the Simms Magneto Co., London, Eng., makers of magnetos, plugs and adapters.

Carter Bros., Picton, who installed a Bowser pump for gasolene at their store a year ago, have just installed another on the bay front, to serve motor boats. They are also instaling a battery of seven Bowser oil pumps and tanks at their store.

Quebec.

A. Lemieux, Henryville, has been visiting Montreal.

Victor Milot, St. Severe, has been on a visit to Montreal hardware circles.

Lebadie & Moreau, tinsmiths, of St. Romuald, are offering to compromise.

R. W. Grant, of the Ottawa Wire Fence and Gate Co., has been visiting Montreal.

Frenette & Bro., scale manufacturers, Montreal, have removed to larger and more convenient premises at 44 Jacques Cartier Square.

Frank Wilkinson, vice-president of B. & S. H. Thompson, Montreal, is away on a business trip to the Maritime Provinces.

Des Rochers Co. have succeeded to the firm of G. U. Des Rochers, and will continue to carry on the general hardware business at Centre Street, Montreal.

Godfrey S. Pelton, Montreal, has secured the sole Canadian agency of Tyzack & Holmes, Sheffield, Eng., makers of metallic, linen and steel measuring tapes, steel rules, steel squares, etc. Mr. Pelton is also now representing D. Anderson & Sons, St. Andrews, Scotland, the makers of golf sticks and other golfing accessories.

Some friends of Lieutenant-Governor Fraser have just presented him with a handsomely gotten up Gillette safety razor set. The articles are finished in gold, the initials of the Governor and the coat of arms of Nova Scotia cut by hand upon the handles, soap and brush boxes. The whole case is a perfect specimen of the high class work turned out by the Gillette Safety Razor Co of Canada, Montreal.

For convenience in business, Lockerby & McComb, Montreal, have been incorporated as a joint stock company, with a capital of $99,000. D. W. Lockerby is president; J. H. McComb, vice-president, and Miles Birkett, secretary-treasurer. The other directors are J. Howard McComb and J. T. Fisher. The company have secured a very broad charter, and will be able to extend their business along varied lines. Since the commencement of the year business has been very good, much better than for the same period last year, and the directors look forward to marked development.

PLUMBING BUSINESS CHANGES.

The Standard Sanitary Manufacturing Co., Pittsburg, have purchased the plumbing supply business conducted at Toronto by Somerville, Limited, the transfer taking place on April 1 when, it is said, a cheque for $250,000 was paid over, this not including the brass plant, which will continue to be the property of the Somerville Co. W. A. Porter will manage the supply business in future, Fred Somerville retiring.

The Standard Sanitary Company, as reported last week, will build a large enamelware plant at Toronto or Welland, to supply this market.

Another transfer made this week was that of the heating supply business conducted by Warden King, Limited, Montreal, under the name of Cluff Brothers, at 21-27 Lombard Street, Toronto, it being taken over by the King Radiator Company, of which R. J. Cluff is managing director.

The J. L. Mott Iron Works, New York, is another United States enamelware concern after Toronto business, J. F. Dewar, of the Somerville Company, having been appointed Toronto representative for W. J. Wall, Montreal, sales agent for this Company in Canada.

The Anderson Porcelain Company, East Liverpool, Ohio, has also decided to invade the Canadian market and will erect a factory, probably at Toronto.

HARDWARE AND METAL

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SUCCESS IN DULL TIMES.

There is a great deal of difference between success in good times and success in bad times. In the one case unless the merchant deliberately kills the goose that lays the golden egg, all that he has to do is to look after, and to exact the fullest measure of profit from the demand that the consuming wants of the country have created. To a great extent good times take care of themselves. But when times are dull, and consumers apathetic, it is then that the dealer is in need of all his business acumen and salesmanship. He has to create a demand, and that is a hard task.

It is not the man who sleeps during the dull periods of the year, and only wakes up when trade comes knocking at the door, who makes the most success of his business. It is the man who fights and schemes to turn the bad times into good who gets ahead of the game.

It is in the power of every dealer to create trade, be the times what they may. The appetite of the consumer may be dormant, but it can be tickled into activity. This can only be done by unceasing preseverance, unceasing vigilance, and an intelligent appreciation of what will best attract the consumer. The merchant who continually offers up attractive bait, and induces the consumer to bite when he does not want to, whose windows are always original and smart in design, and whose store seems to be always busy, is the man who converts bad times into good. Undoubtedly there is a great amount of truth in the statement that the trade which naturally comes to a merchant pays the expenses of the business, but the trade that is attracted pays the real profits.

VALUE OF A BUSINESS EDUCATION.

Though a college education is not necessary to a successful business life, there is no doubt that it is of great material benefit to any young man, in that he is able to face the problems before him with a mind that is well trained and his decision and assurance in all matters naturally gives him a better standing in the business world.

Some of the most successful business men of the day have never had better than a public school education, but there is not one of them but what will admit that he has often been handicapped without a more complete education.

The business college is a splendid training school for the young man who contempletes entering business life, and if the student would realize that such subjects as spelling, composition and arithmetic are just as important as the special subjects of bookkeeping and shorthand, the graduated student would be far more acceptable to the business community, for it is not in the special courses where he is deficient, but in the ordinary subjects he has studied at school and which he feels that he knows so well. The theory groundwork, if well taught, will prove of great benefit to any young man.

In whatever capacity he starts out, whether with a small or a large concern, he should determine to master completely every detail of the business as it presents itself to him day by day. Some of these details may be termed "drudgery" at the time, but this very work will prove to be of incalculable benefit to the young man when he himself holds an advanced position or is even head of the concern. We are too apt to speak disparagingly of some detail work, in the early days, and yet this training is the very best thing to fit us for the higher duties of life.

DO AS YOU SAY.

Over in Germany there exists a law which prohibits a merchant holding a removal sale unless he actually intends to remove. Similarly no merchant can advertise "selling below cost" or "clearing out sale" unless these things are actually his intentions. If he states his goods are to be sold below the cost an officer of the law may demand his invoices and determine whether he does so or not. A fire sale cannot be held unless there has been a fire.

The law protects the consumer in this respect which appears to be the proper course to pursue. A similar law might well be enacted in Canada with good results, for most merchants know how often sales of the above description are advertised when it is impossible for them to take place. When goods are stated to be sold at less than the invoice price, or when a selling out sale is advertised they should be carried out to the letter. It is certainly advisable for the consumers to know exactly what they are doing and with such a law such a condition would follow and the majority of the merchants who are not accustomed to these periodical "selling out" sales would be much benefitted.

SUCCESS NEEDS ENERGY.

Success, it is said, is composed of one part ability and two parts energy. A hardware merchant in order to succeed must attend to every detail of his business and he must enjoy his work. Intellectually he may occupy a favorable position, but unless that knowledge is augmented by the power to do something it will profit him nothing. The man who takes it into his head to do a thing and does it, who first plans his work and then works his plan, is the one who wins. He takes the "get-there" stroke and sticks to it. Failure itself, often leads to success. If you should lose all your possessions would you quit work or stop saving? What you would do, having the right stuff in you would be to buckle down and work harder than ever and economize more rigidly than before.

FOREIGN LANGUAGES AND BUSINESS.

Slow and sleepy China is gradually awakening. Among the evidences of this is the recent announcement that there are one thousand Government and private schools in one province of that country teaching western branches of learning, and that as a result of this teaching the Chinese are showing unusual zeal in acquiring a working knowledge of English.

This is not without its lesson to Canadians. We are probably among the most laggard of all nations in acquiring a knowledge of foreign languages, and yet foreign languages are becoming more and more necessary as a qualification for those who intend following commercial careers.

Germany is to-day one of the most progressive nations in a commercial sense. Probably no nation places more importance on the acquiring of foreign languages, a result of which can be seen in the way in which young Ger-

man business men make headway in other countries.

Every young man in Canada aiming at a business career should master foreign languages, and particularly German and French. If he can add Italian and Spanish so much the better.

GIVE TRAVELERS A HEARING.

"My desk is right here in a big open office," said a leading stove manufacturer of Toronto to a representative of Hardware and Metal the other day.

"You may wonder at this, but it has many advantages. I can easily see every one coming into this establishment, and am, therefore, in a position to know if they are getting prompt, polite and proper attention. Every move in the place is under my scrutiny, and the only inconvenience is that there is considerable noise at times owing to so many clerks and typewriters in the office, but one gets used to the buzz. We have only two private or walled-in offices in the whole factory. One is for the auditor and there is another for any one who desires to discuss some private matter. Heads of departments complain at times that they are placed in too open and exposed a position. Now I tell them it is their duty to meet all people who wish to see them and treat them courteously. I do not believe in dodging anybody and resorting to all kinds of subterfuges to get rid of undesirable callers. All traveling representatives and others are accorded a friendly welcome and one remarked to me a few days ago: 'Well, I always like to come and see you. I get a kind greeting even if you do not give me an order. I wish that I could say the same of everybody on whom I call.'"

When one of the heads of this firm expressed a desire for a more private office the other day I promptly told him it was his duty to meet everyone who had any business to transact with him. I brought the lesson home by remarking that we ourselves had twelve or fifteen travelers on the road and he should treat others in the same way as we like to have our own representatives treated. This made the point, and the application of my remarks clear, and he added: "I see things differently now. I certainly would not like to have our own men accorded a gruff, indifferent reception or to be kept waiting an unnecessary length of time on some flimsy excuse."

"I want to tell you," continued the speaker, "that I spent several years on the road and I have at times gone many miles to call on a hardwareman, and then, perhaps, he would not see me or else would give me a churlish reply, intimating by act, if not by word, that my call was not welcomed and the sooner that I took my departure the better pleased he would be. Now, here is a point which I wish Hardware and Metal would impress upon its subscribers, and it is this, the man who refrains from or neglects seeing a traveler, probably thinking he is saving time, that he has stock enough already or business is too slow to place further orders, is making a grave mistake. The traveler is his best friend, whether he is a customer of the firm or not, and can often give him pointers which are valuable and timely on the way the market on certain classes of goods is shaping, whether there is going to be an advance in price, whether anything new is coming out, and how the future appears generally. The traveler is the best barometer of business and probable changes in prices, and unless the merchant places himself in the closest contact with all avenues of information in his particular line, he is bound to lose money and some other man in the trade not so short-sighted will reap the benefit. It is a narrow, selfish policy for any up-to-date business man to refuse to see a traveler even if he does not require anything. He can often pick up valuable information and trade pointers which will repay him many times over for the few minutes taken up in conversation or in looking over samples, and inquiring prices."

KEEP THE STORE WELL LIGHTED.

The lighting of a store is always a problem. Both daylight and artificial light should be supplied in an ample degree. In the congested quarters of the cities it is not always possible to get sufficient daylight, but it is always possible to have a good quantity of artificial light. When the days get short, the well-lighted store is the one that commands attention, and beginning at the front door, which should always be well lighted, the window should be resplendent, of course, taking for granted the dressing is attractive, otherwise the lights ought to be as dim and few as possible. The efficacy of good lighting in the store itself is obvious. First, there is the psychological effect on the customer when he comes into a flood of light where everything seems to speak a welcome full of warmth. Secondly, in ill-lighted stores dirt and rubbish are more likely to collect and lead to an unsanitary condition. Thirdly, there is the general satisfaction to be derived from working in a well-lighted store, as compared with work anywhere in a dim and insufficient light. Electricity is undoubtedly the best form of light, as it is the cleanest, least cumbersome and most easily taken care of, requiring very little attention Gas and acetylene come next, and coal oil last. There are many kinds of acetylene plants, and some of them give a very brilliant light, but they require considerable attention.

BOOST THE BOARD OF TRADE.

The importance of a Board of Trade in any town of city cannot be too highly spoken of and it should be the duty of every grocer to take an interest in its welfare and assist it in every possible way. It is a regrettable fact that merchants in many cases do not appear to realize the importance and necessity of their being identified with the Board of Trade. It is certainly displeasing to a merchant to learn that citizens of his own town are doing their trading at a distance, and that instead of buying from him or a home merchant in some other line, they are spending their money elsewhere. This being true, should not every merchant who looks to his own town for support, take off his coat, figuratively speaking, and put his shoulder to the wheel of progress?

There is an old saying, don't knock; boost. The merchant who does not take an active part in work calculated to advance the affairs of his own town is indirectly neglecting his own business for the greater advancement made by his town, the greater will be his volume of business. There are many ways in which grocers and other merchants in general can assist in this work. They should always talk up the town in which they live and identify themselves with all movements that are deserving of their support, for it is a well-known fact that the people like to go to the busiest and most-talked-of places and an increase in population spells more business for the merchant.

"I am opening a tinsmith, plumbing and furnace business, and wouldn't be up-to-date without having a copy of the Hardware and Metal to look over."—A. F. Shepherd, Kentville, N. S.

"I receive a large amount of information from Hardware and Metal, regarding methods, new goods and the goings and the comings of the hardware world, to say nothing of the advertisements. As a commercial traveler I should set a good example for promptness. This I regret I have not done, but have put you to the extra expense of drawing on me. I am enclosing, therefore $2.25 for my subscription."—A British Columbia hardware traveler

Hardwaremen and Metal Roofing

Culverts Now Made of Corrugated Iron—Plans for Securing Business—Eastern Ontario Dealer Wants a Remedy for Price-Cutting Evil.

WHAT IS THE REMEDY?

Editor Hardware and Metal:—After reading the article on "Hardwaremen and Metal Roofing" in last week's paper, I want to write you about my experiences with metal roofing. I am in a town where there are two hardware dealers, and both of us have tried to push this line amongst the farmers. Three years ago I did very well with it, but the last two seasons have been discouraging, as representatives of other manufacturers have canvassed the district for business and quoted prices about as low as I can buy from the firm I represent and fully as low as I have been quoted by one of the firms which was doing the cutting.

A few weeks ago I read a very interesting letter in Hardware and Metal by a hardware dealer who wanted this roofing business discussed at the Retail Hardware Association Convention, at Hamilton. I was not able to attend, however, and as your correspondent said he had found a remedy to apply to these price cutters, I would like to have him give it, as it may help me to hold my trade this year. I don't want to drop the metal business, if I can make a reasonable margin of profit on it, as it helps to bring other trade to the store.

Yours very truly,
EASTERN ONTARIO DEALER.

LOOKED LIKE METAL SIDING.

On page 92 of Hardware and Metal of March 20, a picture of the Arcade Hardware Company's store at Forest, Ont. was given, and the impression given that the building was covered with metal siding, the point being made that a dealer using such goods on his store ought to be able to sell larger quantities of sheet metal products by showing his faith in the line. Before publishing the picture, the editor wrote the Forest firm for information and the reply came that they had used the Metal Shingle & Siding Co.'s products on all their buildings. It turns out, however, that metal goods were only used in the interior work, while cement blocks were used outside. The photo suggested that the building was covered with metal siding and the error made does not change our argument, that a hardwareman using metal siding on his store can use the point to good advantage in making sales.

ONE DEALER'S SELLING PLAN.

The Batty Hardware Company, Norwich, Ont., who have been very successful in selling sheet metal goods, describe their system of selling as follows:

"The plan we adopt is to get as many prospects as we can a couple of months before the parties wish their roofing. Then we send to our manufacturer, and they send one of their travelers with whom we drive out and call personally on each of our customers who are talking of building. Thus by spending a couple of days with this traveler, we are often able to close a number of good sales. We do not carry very much metal roofing in stock, and in fact do not carry any stock of the corrugated roofing for large barns, but we often carry from fifteen to twenty-five squares of the regular grade of galvanized shingles. The reason we do not carry this in stock, is that there is a very small margin on this class of goods; in fact, we seldom figure on any job bringing us any more than 10 or 12 per cent. profit.

"We do not have our tinsmith put on this class of roofing for us. We have to pay them from $1.75 to $2.50 a day and their time is worth to us from 35 to 45c. per hour at other work. We could not get this price per hour on roofing work of this description, as in this neighborhood this class of work is usually put on by carpenters or builders, who charge about $1.50 or $1.75 per day."

GOING AFTER ROOFING TRADE.

Metal roofing is rapidly gaining in favor because of its many desirable features as compared with wooden shingles, and considering its slight increase in cost. The objections to sheet metal as a roofing material, until a few years ago, were considered great by people who lacked the details of its points of advantage. There then seemed to be a sentiment against this manner of covering buildings for no other apparent reason than that wooden shingle dealers and public sentiment corralled against it. But time has worked vast changes in these conditions, until now a large majority of the most expensive structures are covered with galvanized iron, tin, or some other similar metal roofing.

Retailers and sheet metal workers have thus opened to them a new field—yet in its infancy—which offers unlimited chances for development, and which also now abounds in sources of increased income. If these opportunities are embraced, the practical sheet metal dealer can derive profits which his less energetic and foresighted competitor has failed to see. There are many good selling features embodied in sheet metal roofing and other sheet metal products, of course— and among them is the long wear assured by their use. It is needless to enumerate reasons for this, as it is so manifestly plain as to render argument with the customers unnecessary. Another point which incurs immediate favor with certain classes is the neat and attractive appearance which these goods possess. The aesthetic feature alone will sell large quantities, and this quality only adds to the versatility of these goods.

The non-leakable element, perhaps the most important in the minds of some builders, is often a deciding factor in effecting a sale of this class of roofing. More or less trouble is always experienced with wooden shingles, as they "spring leaks" easily; and when the question is brought to the customer's attention, it often decides in favor of the metal product.

Merchants handling this class of goods should make a practice of getting information relative to new buildings soon to be erected, and then make a thorough canvass among the owners. This has proven effective in some cases as it has often resulted in good contracts being made. By early gaining this information from contractors and architects in localities where there are some building prospects for the coming year, dealers can work up a good volume of business.

CORRUGATED IRON CULVERTS.

A new use for metal goods is in the construction of culverts, the Pedlar People, Oshawa, Ont., having placed on the market a new product known as Perfect Corrugated galvanized culverts, made in two sections of semi-circular shape, in all standard diameters from six inches to eight feet. In shipping, the sections can be nested together, and before being placed in the excavation, the sections are joined together by locking ribs. The galvanizing is done after the culverts are shaped and as no bolts or rivets are required in assembling the sections, the work of construction is simple, while the danger of damage from rust or decay is reduced to a minimum. Metal culverts can be used in very large quantities in country districts, if the hardwareman goes to the trouble of drawing the attention of municipal councils and farmers to its utility. Consequently, hardwaremen should look into the merits of this line and secure the booklet and sample which can be had by any dealer on request.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Rope and Twine.—J. & C. McDonell, Hensall, ask for the names of manufacturers of twine and rope.

Some makers of twine, rope and wire rope are the following: Consumers Cordage Co., Montreal; Hamilton Cotton Co., Hamilton; Brantford Cordage Co., Brantford; Peterboro Cordage Co., Peterboro; Shurly & Derrett, Toronto; M. B. Perine & Co., Doon; Perth Flax & Cordage Co., Stratford; Independent Cordage Co., Toronto; Dominion Wire Rope Co., Montreal, and the B. Greening Wire Co., Hamilton.—Editor.

Boys' Express Wagons.—E. J. Cherry, Vancouver, asks for the names of makers of parts for boys' delivery wagons.

Woodstock Wagon Co., Woodstock; Gendron Mfg. Co., Toronto, and the Wrought Iron Wheel Co., Orillia, manufacture boys' wagons.—Editor.

American Stove Manufacturer.—The Collingwood Hardware Co., Collingwood, ask for the name of a base-burner manufactured in the U.S. known as the "Perfect Home, No. 45."

The Western Stove Works, Peoria, Ill., make the coal heater referred to.—Editor.

Trade News From Atlantic to Pacific

Maritime Provinces

Emerson & Fisher's Store at St. John Being Enlarged—Salesman to Manage Stove Business—Trade Improving in Nova Scotia.

HALIFAX.

March 29.—The spring business has opened up with a rush and all the wholesalers are busy shipping supplies. The rush came rather unexpected but the wholesalers welcome the change after a long period of dullness. There is every indication of a heavy spring business, Some of the wholesalers still complain of the delay in shipments from the manufacturers, particularly those in the United States. The Canadian manufacturers in most cases give far better satisfaction as regards shipments than those across the border. Prices are fairly steady throughout the list, no very material changes being reported. There has been another advance in the price of corn brooms, 25 cents per dozen additional being asked. This is the third advance within the last five weeks and it is beginning to look as if the day of 25 cent brooms has disappeared. There has been a sharp advance in galvanized wire poultry netting, the increase being fifty cents per roll, or one cent per yard, which the dealers claim is due to the "dumping clause" in the customs tariff. Collections in some parts of the province are better than in others, but on the whole they are considered to be quite satisfactory.

ST. JOHN.

March 31.—Tenders are being called for by H. H. Mott, architect, for a brick addition to Emerson & Fisher's hardware building on Germain St. It is only a few years since this enterprising firm built their present immense six-storey building and the construction now of an addition is the best kind of evidence that they are meeting with success Tenders close on April 6. The new addition will be used for office purposes and the space at the rear of the store now occupied by the offices will be devoted to enlarging the retail showrooms.

R. H. Irwin, for several years salesman in John E. Wilson's stove warerooms, on Sydney St. and latterly salesman for C. S. Everett, furniture dealer, has accepted the position of manager of the McLean & Holt Company's stove warerooms, on Union St. and entered upon his new duties on Monday last.

A well-known business man passed away on Tuesday, March 23, in the person of William H. Nose, of the firm of P. Nose & Sons, general storekeepers, Main and Bridge Sts. The firm, in addition to carrying on a very extensive grocery and feed business, have a department devoted to hardware, paints, farming implements, etc., and do a very large business with the country people from all along the St. John River. The business will be carried on in future by Leonard T. Nose, a brother, the father, Phillip Nose, having died some years ago.

John K. Parsons, who has conducted a stove and tinsmith business on Charlotte St. for the past fifteen years, has sold his stock to W. A. Sleiper & Co. Mr. Parsons will be associated with R. D. Coles, in similar work, in the future.

W. S. Fisher gave a very thoughtful and interesting address before the Natural History Society last week, on the problem of transportation from a Canadian point of view, especially emphasizing the relation of the Maritime Provinces to this subject, standing as they do, as the gateway for the commerce with Europe. The speaker dealt with the rapid development of transportation facilities, the growth of St. John as the winter port of the Dominion, and the extension of trade from these provinces to the west.

W. E. H.

Ontario Trade News

American Can Company Absorbs Norton Can Company, at Hamilton—Chatham Merchants Adopting Debt Collecting Plan—Building Trade Active in all Parts of the Province.

KINGSTON.

March 30.—John Corbett, hardware merchant, was awarded the contract to supply the city with blue stone, at 5⅛c per pound, and A. Chown & Co. wire at $2.75 a hundred pounds.

The civic waterworks committee, awarded the contract for the supply of pump valves to McKelvey & Birch, hardwaremen at 88c per pound.

Charles Somerville, son of R. H. Somerville, has left for Antler, Sask., where he has accepted a position as clerk in a hardware store.

"That makes me shiver," remarked a traveler to your correspondent, as he read about the fire in the Cornwall hotel, where three lives were lost. "It makes one dread sleeping in a hotel, but, of course, we have to secure accommodation," He recalled the hotel fire at Tillsonburg, where a traveler lost his life, and added, "Everything possible should be done to give the hotels proper fire protection. In case of fire, if there was only a strong rope in each room, which would reach the ground, it would often be the case that in this way a man would be able to save himself, when all other avenues of escape were cut off."

As a result of the inspection made by the Government after the Tillsonburg fire, a local hotel was ordered to put in an additional fire escape, and the work has been completed.

One of the best window displays noticed in some time is that at the store of McKelvey & Birch. It is a rather novel exhibit, as it demonstrates the "Useful things in the kitchen, or labor-saving devices." There is the bread-mixer, showing a fine loaf of bread which has been turned out; orange slicers and lemon squeezers, with the lemons and oranges in evidence; raisin seeders, coffee and pepper grinders, bread cutters, cake mixers, food choppers, vegetable choppers and potato parers and ricers.

E. G. B.

HAMILTON.

March 30—After a season of business depression, it is interesting to note that the net profits for the year of the Canadian Westinghouse Company amounted to $320,377.36. At the annual meeting of the company held today, this report was presented. Dividends paid during the year amounted to $249,937.09, and the profit at January 1, 1909, was $431,724.82.

Some idea of the immense building operations which have been undertaken during the past two weeks, can be gathered from the fact that building permits for houses and small factory additions to the extent of nearly $50,000 have been obtained. When it is considered that this total is mostly for houses, which average about $1,500, it can readily be seen that building is on the boom here. Many of the dwellings are of the better class however. This activity in the building line means a decided increase in the wholesale and retail hardware business.

An announcement which is of the greatest importance to builders, architects and contractors, is that Andrew Carnegie has offered to donate $75,000 to the Public Library Board for the erection of a new building for the city library on condition that at least $100,000 is spent on the erection of such a building. The library board, will, it is thought, have no hesitation in accepting the offer, and it appears to be only a matter of selecting a site and deciding upon the plans for the new building. It is likely that a handsome structure to cost considerably more than $100,000 will be decided upon, as the present library building would bring at least $40,000 by its sale.

Other big undertakings which are in the not far distant future, are the erection of a new general hospital on a new site. The present grounds are too congested, owing to constant additions to the hospital, and now that it is proposed to build a new fever isolation hospital, an agitation has been started to find a new site and build an entirely new hospital. In order to do this, it will be necessary to submit a by-law to

the ratepayers and this may be done shortly. There is also considerable activity in the building line contemplated among the manufacturers. The Reid Press, will, it is understood, very shortly erect a $25,000 addition to their plant, and the Otis-Fensom Elevator Company has secured land on which to put a good sized addition.

The announcement that the American Can Company has acquired the Norton Can Company has been confirmed by the heads of the company in this city. An official statement from the firm says the plant and business has been sold to the American Can Company, of New Jersey, and that the owners will take possession on Thursday of this week. Kenneth Bethune and H. P. Nichols, formerly with the Norton Company, will be retained as local representatives of the new owners, and W. C. Breckenridge the president of the old company, will shortly retire. Large additions to the plant are contemplated. D.L.

GALT.

March 30.—The opening of spring has resulted in a picking up of trade in the hardware line in Galt. The demand for house-building material is exceptionally brisk, and a number of dealers interviewed by your correspondent stated that owing to the many new buildings to be erected this year the outlook was very promising. Travelers state that business in Galt, and, in fact, in all western Ontario, in the hardware line is exceptionally bright.

The Galt Free Methodists will shortly ask for tenders for the erection of a new church.

A. D. Dame, salesmanager for the Galt Art Metal Co., has recently returned from a trip to the Pacific coast. He reports that business in the west is exceptionally brisk. Mr. Dame will leave this week on a trip to the Maritime Provinces in the interests of his firm. The factory is running 24 hours a day and are unable to keep up with the orders. The biggest demand is for Galt steel shingles, additional machinery for the manufacture of which is now being installed.

B. E. C.

LONDON.

March 30.—That the Globe Casket Works, which were recently destroyed by fire, will remain in London is now assured. The management expresses satisfaction with the bill, as passed, permitting the city to grant the company 15 years' exemption from taxation, instead of 20 years, as originally intended, and will rebuild as speedily as possible. It is expected the concern will be in running order and employing the usual number of hands in June next.

Another old-time employe of the McClary Mfg. Co. died last week, when Thos. Vallier, of this city, passed suddenly away at Granton. Mr. Vallier, who was in his 62nd year, was in the employ of the McClary Mfg. Co. for over 40 years. For many years he occupied the position of traveler.

One night last week the employes of the McClary Mfg. Co.'s sheet metal and tin departments waited on Jos. Nicholson, for many years superintendent of those departments, and presented him with a magnificent diamond ring, accompanied by an address. Mr. Nicholson is retiring, after a service of seventeen years, on account of his health, which during the past year caused him much suffering and inconvenience.

Building permits are being issued by the city engineer's department at the rate of twenty-five per week, and the indications are that the coming season will be one of the busiest in the building trades in the city's history.

Col. Gartshore, president of the McClary's Employes' Benefit Society, entertained the committee of that organization to an oyster supper in Famous hall, Wellington Street, on Saturday night last, when a most enjoyable time was spent. About forty persons were present.

F. T. Y.

CHATHAM.

March 30.—The debt collection proposition discussed at the last meeting of the retail merchants is reported to be making very favorable progress in the hands of the special committee, comprising Messrs. Cunningham, Hodges and Poile. At the meeting Mr. Cunningham, who has had practical experience in this line of work in his earlier connection with the hardware business, took the position that, instead of taking up the scheme as an rxperiment for only one or two months, it should be placed on a firmer basis. His view was that the experimental nature of the scheme would tend to weaken it, and he thought that any scheme adopted should cover a full year, or at least the balance of the present year. The committee is working along this line, and has been securing propositions from various parties to take charge of the work. Though nothing definite has yet been arranged, the committee will probably have a very satisfactory report to lay before the next retail merchants' meeting, two weeks from to-night. It has been noted here that Brantford merchants are moving along the same line, taking up a scheme similar to that in force in Guelph, which was also the pattern on which the Chatham scheme is being modeled. It has been suggested that, a representative of the Guelph merchants be invited to visit Chatham and discuss with the Chatham merchants the workings of the scheme.

Business here is remarkably good, considering the state of the roads, and the outlook is distinctly favorable. Building prospects are excellent, a number of contracts in Chatham and adjoining district having already been let.

Chatham's source of natural gas supply will in all probability be further tapped in the near future, since an offer from the Volcanic Oil & Gas Co., to supply Windsor is now under consideration by the council of that city. This is the same company which supplies Chatham, and the price in the border city will be 30c. a thousand for household purposes, 5c. more than in Chatham. The fact that the gas is only slightly purified has caused considerable complaint here.

The special number of Hardware and Metal excited lots of favorable comment among local hardwaremen, practically all of whom are subscribers. "It's the best special number Hardware and Metal has ever turned out," is the general comment.

R. J. Clements, proprietor of the Tilbury Iron Works, has made an assignment to Harold Callwood of Tilbury. Mr. Clements purchased from C. Wylie, little more than a year ago. The assignment was probably hastened by a recent fire resulting in a loss of $700, there being no insurance.

E. S. Hubbell & Sons, hardwaremen, Thamesville, are making arrangements for the erection of a coal elevator near the G.T.R. station this spring.

The manufacture of dynamite at the Dunbar & Sullivan factory in Amherstburg commenced last week. It is anticipated that not so much of the explosive will be required this year as last as the lake drilling will necessarily be harder and slower.

The Prairie Provinces

New Warehouse at Brandon—Saskatoon's Big Building List—Emerson & Fisher May Locate Wholesale at Saskatoon—Calgary Merchants Considering Early Closing—Winnipeg Trade News.

WINNIPEG.

March 31.—Considerable anxiety is being felt in many quarters at present, lest the unrest among the labor unions will culminate in strikes, and thus seriously inpede the building proposals for the coming season. The bricklayers are creating most of the agitation and it is thought that other unions will not press to any serious extent for increases of wages. Up to the present the bricklayers are quite relentless, and it is only a matter of a few days when their refusal to work will be felt by many lines of trade. Builders' hardware is not moving as it should be, according to the number of permits that have been let. It would seem almost impossible for any union to withhold the execution of building permits since the past year has been a dull one in that regard. It is hoped that a settlement will be arrived at soon, yet the contractors and workmen are very rigid in their positions.

The Manitoba Linseed Oil Mills Co., opened their $75,000 plant at St. Boniface last week. The new mill, which has a daily capacity of 2,500 gallons, will be in continual operation. The plant proper is 116 feet long and 42 feet wide and comprises a combination frame and cement flax seed elevator of 30,000 bushels capacity. The seed is automatically carried from the elevator to the cleaner and thence into the crushing rolls and afterwards to the expeller. It is then automatically weighed into the rolls and the oil and cake meal are similarly weighed before they go into storage. From a bushel of seed

weighing 56 pounds, the proportion is 18 pounds of oil and 38 pounds of cake. Even the bagging machinery for the cake is automatic so that machinery is used in every place possible though there is a staff of about a dozen men engaged in the mill. There are five of the expellers or oil machines and the building is planned so that the capacity can be readily doubled.

R. W. Patterson is president and G. T. Mumford manager of the new concern.

C. A. Baskerville has sold out his tinsmithing and jobbing business which he has conducted for a number of years in connection with his retail hardware store. He will confine his attention to the hardware business exclusively.

The Mercantile Hockey League Cup was won this year by the Miller-Morse wholesale hardware team. The Miller-Morse hockey team have also won for the third time the Wholesale Hardware Hockey League Cup, and have it for permanent display in their office.

Harry F. Moulden, who has been in the city for a year acting as a hardware manufacturers' agent, has changed his office address from Garry St. to a suite in the new travelers' building. Mr. Moulden has had remarkable success as an agent here, and is highly esteemed by those who have made his acquaintance. Mr. Moulden left on a business trip to Ontario on March 26 and will return in a few days. Mr. Moulden recently donated a cup to the wholesale hardware rinks. The cup is accompanied each year by four miniatures which become the permanent possession of the winners. The James Robertson Co. have won the trophy for the season '08-'09. After three successive wins the cup becomes the permanent possession of the successful rink. The second prize, consisting of four solid gold lockets, presented by David Philip, manufacturers' agent, was won by the J. H. Ashdown wholesale hardware team. Frank Agnew, of the James Robertson Co., is the president of the Wholesale Hardware Curling Association. J. M. Lynch, of Miller-Morse, is vice-president, and Robert Fair, of Geo. D. Woods, secretary.

A. Ross, late of the Marshall-Wells wholesale, of this city, and his brother, Hugh Ross, of Edmonton, have taken over the hardware business of Hockin & Siddons, Moose Jaw.

L. C. H.

BRANDON.

March 30.—Geo. White & Sons, are calling for tenders for the erection of a brick warehouse on Assiniboine Ave. adjacent to the premises of the Brandon Brewing Co., which should give them plenty of space in which to handle their increasing business at this point.

Enquiries for prices on building materials are coming in every day from the farmers which should result in a heavy sale of these goods during the coming season.

W. B.

SASKATOON.

March 29.—Prospects look bright for a busy building season and as soon as the ground can be excavated there will be general activity. Hardwaremen are looking forward to a good year with the contractors, who themselves are optimistic regarding the coming summer. Several permits have been taken out and quite a number of buildings of all kinds are in sight.

One of the first contracts to start this year was the C.N.R. freight sheds and the ice house. These are now nearing completion and it is generally understood that the C.N.R. station will be built this year. A warehouse has been built for J. G. Nicholson, implement agent, and an addition is about to be made to it. An addition will be made to the Gordon & Sparling block while Early and Early will erect a warehouse on 20th street. Offices and yard buildings are now under way for the Farmers' Lumber Co., who recently purchased a site and located here. Some material is on the ground for the Bank of Montreal and the Kempthorne warehouse, both of which will be erected on 2nd avenue. An extensive addition will be made to the Empire hotel while negotiations are under way for a site for a new hotel. Plans are completed for a big warehouse for the International Harvester Co., who have purchased a site here on which to erect a distributing warehouse.

Amongst those who have signified their intention of building residences this year are Hon. A. P. McNab, A. H. Hanson, Magistrate J. Jackson, R. H. Timmins, H. H. Elford, J. Priel, H. M. Earle, B. A. Archibald, S. R. Ross, W. Houlding, C. Wentz, A. H. Shannon, J. G. Nicholson, and W. Murphy. F. H. Webb and Webster & Noel are talking of putting up apartment blocks while the Union Bank people are figuring on building. Wilson Bros. have added to their premises on First Avenue. A frame church will be put up by the German Lutherans while a new land titles office is on the programme.

A new hotel is being built at Outlook, Sask., for Bastedo & Cheney.

A. L. Haining, of St. John, N.B., is in the city this week in connection with establishing a branch warehouse here for Emerson & Fisher. Some time ago a site was purchased on which the firm will erect a warehouse, making this a distributing point for wholesale hardware and stoves. Interviewed by your correspondent Mr. Haining stated that his plans were not yet completed but would be in a few days.

British Columbia.

Nail Factory to be Established at New Westminster—Building Outlook at Grand Forks—Canadian Cement in Favor at Seattle—Victoria Hardware Firm Enlarging.

NEW WESTMINSTER.

March 27.—The Hamilton Nail and Wire Company, Hamilton, Ont., has purchased four acres at the Fraser river here and will operate a large factory as soon as it is possible to do so. Raw material can be readily brought by the big liners which come to this coast regularly.

The hardwaremen have a team in the business league of bowlers, and have a number of matches on hand.

E. J. Fader has given the Schaake Machine Works the contract of constructing an improved logging appliance that he has invented. The improvement consists of an endless cable revolving on a double drum and wrapped a sufficient number of times to prevent slipping. With the use of this invention it is claimed that logs can be hauled from any part of the woods and even from the top of a mountain. The endless cable does away with the haulback and is expected to be a boon to loggers in other ways.

REVELSTOKE.

March 27.—S. Gisley, of Vancouver, is here with C. H. Revercombe, general manager of the Victoria Air Light and Power Company, which has secured the patent rights for this province of the Intensified Light Co., Toronto. The light is now being introduced in this city, and is 95 per cent. air and 5 per cent. gasolene. Those interested in the company in British Columbia are M. Carlin, late of Golden, now of Victoria; John Turner, C. R. Brown, Calgary; J. C. Ross and R. Oliphant.

GRAND FORKS.

March 27.—Building operations in this city during the coming summer promise to far exceed those of any other year since the city was inaugurated. The fire of last summer fairly well gutted the business section, which was almost constructed of wooden buildings. Since then, a fire limit by-law has been passed, which takes in all of the business portion, and which calls for buildings of fireproof construction. The only building to this regulation that has been constructed is the Province hotel, with brick and marble facings, but a number of other fine buildings are planned. When these are completed there will be a vast improvement in the appearance of the city, and there will also be less danger from fire.

VICTORIA.

March 25—The condition of trade is shown by the enterprise of business firms in making additions to their premises. The latest firm to add to their quarters is W. S. Fraser & Co., wholesale and retail hardware merchants. This house has been doing business in a two-storey building with a one-storey warehouse at the back. Business has increased to such an extent that the present floor space is altogether inadequate, and they have decided to make extensive additions. The present buildings were built so that they could be added to, so three storeys will be built on the back part and two on the front, making a large square block four storeys high. Work is to be commenced at once. The firm is also negotiating for a property near the new C.P.R. yards, where they may erect warehouses for their wholesale stock.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegragph up to Noon on Friday.

Winnipeg, March 31—While business of all kinds is showing the stir that invariably precedes the coming of spring, there is little of a startling nature to write about. The weather has been very soft and mild all week, and has been further marked by one or two very heavy falls of snow, which have been general throughout the whole west, and have been welcomed by the farmers, as in many sections further west particularly, the snow fall had been light and had almost entirely disappeared. It is generally conceded that nothing could be more opportune to put the seed bed in a good condition than this heavy blanket of soft snow, which is already beginning to melt and making the roads very sloppy and difficult to travel.

Implement men report a great movement in their business and the inquiry and orders both very much in advance of last year at the same time. New settlers are arriving daily, not in the hordes that marked the immigration two and three years ago, but in picked parties running from 20 to 100, and all with more or less money. A larger percentage of these settlers are remaining in Manitoba than has been the case in the past. The opening of so many homesteads in the northern part of the province, has had the effect of not only bringing people to Manitoba to homestead, but it seems to have awakened interest in Manitoba lands, and the older, larger and more conservative real estate firms report some good sales, and also many inquiries, particularly for land near Winnipeg.

The season promises to be an especially active one in building, not only in Winnipeg, but in the country districts and smaller towns, and the buildings are of all kinds, shapes, sizes and costs.

Elevators Going up,

A large number of elevators are being contracted for at different points, many of them along the line of the G.T.P. A considerable amount of building on the farms is taking the form of stabling for cattle, and marks the degree to which many of the districts are departing from purely wheat farming and going in for both dairy and beef cattle.

A well-known breeder of shorthorns was asked recently when he intended to have his customary sale of surplus stock. He answered: "I am not going to have one, I have nothing to sell, the private demand has been so good all winter that I have sold everything I want to sell, and in fact I am in the market myself for some additional breeding stock."

Cattle Prices High.

Another feature was that of the high prices obtained for good males of beef type at the annual sale at Regina, in connection with the spring show, which was concluded on Friday, March 26th. Anything in the shape of a well-bred quality bull, either Shorthorn or Hereford, brought good prices and the bidding was active.

The year promises to be a record one in the matter of both cattle and horse breeding in the Canadian West; alas that it cannot be said that it will be a record one for hogs also, but as previously indicated, the farmers have taken what our Scotch friends so forcefully describe as "a scunner" at hog raising just at present, and are getting out of it with a zeal that is certainly worthy of a better cause.

Changes in Wheat Situation.

The wheat market has been both erratic and interesting, and after very considerable depression, has shown a very decided rally with an active increase in export trade. The lowering of the rates from Buffalo and the consequent lowering of rates along the Canadian route coming almost simultaneously with the advance in British markets, occasioned by light Argentine and Australian receipts made it possible to do business, and 25th, 26th and 27th of the month witnessed a very active trade with cash wheat higher than it has been all season. Receipts have been liberal and increasing, but these have come forward mainly out of interior storage, as all elevator lines report receipts very light. Country roads are in bad condition, and it is getting so near seeding as to make it doubtful as to much being delivered before that event is over. The small deliveries at interior elevators will certainly increase the full feeling of the market.—H.

Hardware Markets.

The unfavorable conditions of the weather for the past two weeks has somewhat hampered the hardware trade. The months of January and February were so encouraging in the matter of trade and cash collections that an even better business was anticipated in March. The unexpected has happened and the month of March goes on record this year as a backward one. The volume of trade done, however, is much in excess of the trade in March a year ago. Disappointment is felt generally in the weak sale of paints and builders' hardware. The majority of retailers were prepared with large stocks some time ago, but these lines have not moved in an encouraging way. The weather is largely to blame, since it has been too wet to undertake any outdoor renovating..

Wholesalers report business quiet, also, at the present time, but western trade in general is very active. Prices have not changed, and the following are quoted:

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron, No. 0 to No. 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7 $4.25, ⅜x6, 7 and 8, $4.10, 7-16x7 and 9, $4.00, ½ x 8, 9 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

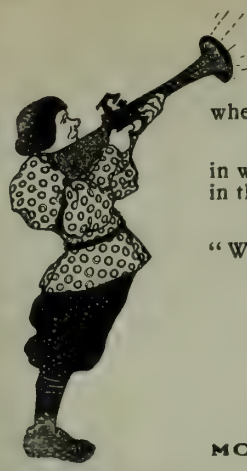
SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 12¾; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain,



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60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26. $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar Iron $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—This is being handled at lower prices than those quoted, in a few quarters. The following prices are necessarily nominal, and lower markets will soon be general. Black pipe, ¼-in., $2.50; ⅜, $2,85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26,$4.30; 28, $4.70; 30-gauge or 10½-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

PAINTS AND OILS — White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbl., $2.40; in keys, $2.55; turpentine, bbl. lots, 65c. Linseed oil, raw, 68c; boiled oil, 3c per gallon advance on this price.

EDMONTON MARKETS.

April 2.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — "MRM" and "Bell," $5.15 base.

HORSENAILS—"MRM," new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila. 15c.

BUILDING PAPER—Plain, 62c per roll; tarred. 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

WESTERN CANADA GOSSIP.

W. Manders, Bradwell, Sask., is advertising his hardware business for sale.

The hardware stock of G. O. Edwards, Sedley, Sask., is advertised for sale by auction.

H. W. Storey, Indian Head, Sask., has purchased the hardware business of Jas. Lamb, at Francis. Storey Bros. commenced business in Indian Head tow years ago, and this branch store is a very creditable showing.

The Sheffield Cutlery Co., of Sheffield, Eng., write that they are considering the advisability of opening a wholesale house in western Canada to extend their trade, and are considering Calgary as a central point, most suitable to their business.

A change has been made in the partnership of the Oxbow, Sask., Hardware & Furniture Co., by which H. C. Wylie will retire from the company and will devote his entire time to the furniture business.

SLIDING FURNITURE SHOE.

The Onward Manufacturing Company, Berlin, Ont., are introducing a new device which seems destined to displace the wheel castor on furniture, pianos, metal beds, etc., it being in the form of an oval ball of metal or glass on a spring steel stem which will fit into any hole not larger than the washer. Unlike the castor the sliding shoe will not drop out if the furniture is lifted and there being no mechanism to rust or get out of order, the shoe will always serve



Onward Sliding Shoe for Furniture.

the purpose for which it is designed. The article should sell well in hardware stores to replace castors which give trouble. Send for descriptive literature.

CIRCULAR FOR DISTRIBUTION.

A newspaper advertisement may be made to do double duty at but a few cents extra expense. After the ad has appeared, instruct the printer to run off two hundred, five hundred, or a thousand circulars from the same type.

Since there is no extra expense for setting type, the cost will be but little more than that of the paper used. Sometimes where different ads are run every week, the printer may keep the type of one week set until that of the next week is set. Then he may run off the circulars from the type of the two weeks. This will permit of a larger list of articles being mentioned and the cost will be but little more than when a single week's type is used.

These circulars may be handed out to all who enter the store by a small boy stationed at the door. Sometimes they are wrapped in every purchase made at the store.

By means of these circulars many people are reached who have not read the ads in the papers, and a double impression is made on those who have.

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY AND HIGHEST FINISH.

A. C. LESLIE & CO., LIMITED

MONTREAL

ROSS BROS. LIMITED

WHOLESALE HARDWARE

We are headquarters for

Plasterers' Hair

See our travellers before ordering elsewhere

EDMONTON, ALBERTA

The **Condensed Ads.** on page 57 will interest you

The Sherwin-Williams News

VOL. I — SOMETHING NEW EVERY TIME — NO I

Published by
THE SHERWIN-WILLIAMS CO.
Canadian Headquarters and Plant:
639 Centre St., Montreal, Que.
Warehouses:
Toronto, Ont. and Winnipeg, Man.
Edited by
THE LITTLE PAINT MAN.

Shake

This advertisement looks something like a magazine page, and as all magazines have an introduction in their first issue, I



am going to have one, too. I must write it myself, and bein' a paint maker, not an editor by trade, I hope you will pardon it if my language is not up to the high flowin' literchoore you read in THE GLOBE and THE WITNESS.

There really is not much to say. I am simply going to try to tell you (as entertainingly as possible) in this space as much as I have room for about the advantages of handling Sherwin-Williams Paint and Varnish Products with a few tips and bits of information mixed in for good measure.

I guess that's about all, and here's hoping you'll overlook any errors I may make in this editin' business.

I sometimes wish I was a paint seller instead of a paint maker. Bet I'd have everybody in town Brightening up.

By the way, are you prepared for early Spring trade with a complete stock of Sherwin-Williams Paints, Varnishes, Stains and Enamels?

Another Big Force Behind the S-W. Agency.

Did you know that early in March we started a campaign of newspaper advertising in 180 newspapers in all parts of Canada? It will continue through the Spring painting season. Most of the papers are of local circulation; some are national. Together they cover the *entire* Dominion, and will be a tremendous force in sending paint buyers to your store for Sherwin-Williams products.



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.

CAMPBELL'S VARNISH STAIN

The original and only real varnish stain for renewing all **Interior Woodwork, Floors** and **Furniture.**

We would like to tell you about the **Special Advertising Inducements** we offer with an order of these goods.

THE
Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

D. Knipfel, Berlin, will erect a new block for the Pearl laundry.

The Watt Coupler Co. may build a factory at Woodstock, Ont.

The Whitman & Barnes Mfg. Co., St. Catharines, is erecting a forge shop.

Shurly & Dietrich, Galt, report returned good business at their saw factory.

The Farmers' Elevator Co. have plans for the erection of a new elevator at Melita, Man.

The McCormick Co. propose to erect a sash and shade factory at St. Boniface costing $15,000.

The Murray Shoe Co. has taken out a permit for the erection of a factory building at London.

The Hamilton Bridge Co., Hamilton, will shortly start work upon several additions to their plant.

E. F. Hutchings, of the Great West Saddlery Company, Winnipeg, will erect a large warehouse at MacLeod, Alta.

The Joseph Bowman structural steel concern may locate in Sherbrooke if that city grants certain concessions.

A permit has been taken out for a $5,000 brick addition to the Canada Steel Goods Company's factory at Hamilton.

Construction will shortly commence at Eburne, B. C., upon a large elevator to be erected by J. C. White, of Duluth, Minn.

A Hamilton nail and wire concern and a Winnipeg metal fencing company will likely build branch plants at New Westminster.

K. Burnett, of Nanton, Alta., has secured a site at Vancouver on which he will erect a large grain elevator and warehouse.

The E. Long Mfg. Co., wants to build a new factory doubling its present capacity and has asked the Orillia council for a free site.

The Marine and General Engineering Co., Sydney, C.B., will go on with the erection of its plant and open up for business at once.

It is understood that the New Westminster Board of Trade will take active steps toward the establishing of an elevator there.

Witte Bros. & Co., of Newark, N.J., will next year build at Berlin a branch factory for the manufacture of cloth-covered buttons, and dies.

Shaw & Mason, Sydney, C.B., makers of Colonial anti-friction metal, will build a branch plant in the U. S., to look after orders arising in that country.

It is stated that Seattle capitalists are contemplating the establishment at Vancouver of a large manufacturing plant, for locomotives and logging engines.

Stewart & Witton have purchased the old Central church property, at Hamilton, on which they will erect a building to be used for light manufacturing purposes.

The Burrel-Johnson Co.'s iron works, Yarmouth, N.S., recently damaged by fire, are again getting into shape and rebuilding. Over 100 of their men have resumed work.

The Durham Furniture Co. has made a start at the biggest pile of logs Durham ever saw. It is estimated that there is probably in the neighborhood of 1,100,000 feet stocked up.

F. L. Leighton, managing director of the Vancouver Engineering Works, states that by June 1 his company will expend $100,000 in the construction of their proposed new building and plant.

It is stated that a number of St. Mary's and Owen Sound capitalists intend to form themselves into a cement company, and have taken a number of options on rock and clay land near St. Mary's.

The reported curtailment of the B. C. copper smelters is hardly correct. The Granby smelter is operating seven of its battery of eight furnaces at the present time, and has increased its capacity 25 per cent. during the past year.

That the company be at once reorganized and work at the works in Wiarton at once resume was the decision of the shareholders of the Colonial Portland Cement Co. There are assets of five hundred thousand and very few liabilities.

Representatives of a big American packing house have been in West Toronto syping out the land in the vicinity of the local abattoirs, and it is understood that before very long the foundation will be laid of another big abattoir.

The Gurney Foundry Co. have taken out a permit for the erection of another machine shop on their premises at West Toronto, to cost about $6,500. The dimensions of the new building will be 80 by 130 feet, and something like 100 more men will be employed.

It is understood that Jas. A. Moore, of the Moore Iron Works, Port Townsend, Wash., is negotiating for a site at Vancouver on which to locate immense iron works and possibly a steel plant. The investment planned contemplates an initial expenditure of at least $500,000.

New Glasgow, N.S., is to have a new industry called the Harris Forge Co., capitalized at $25,000. Modern forge shop machinery will be immediately installed, to manufacture shape and drop forgings, for which there is a great demand, and practically no competition. The drop forging industry is an entirely new one in the Maritime Provinces.

One of the new industrial concerns that will open up in Montreal this spring is a shovel and sheet iron factory. Geo. Woolfe, of Glasgow, is making final arrangements to this end, and expects to have the necessary plant shipped from Scotland early in May. It will be a branch of the Glasgow factory, which is one of the oldest in its line in that city.

Municipal Undertakings.

Cobalt is to have a waterworks system.

Owing to leakage, St. John wants to increase its water supply.

Galt's waterworks commission has asked for $7,800 for improvements this year.

Medicine Hat Council have decided to ask the ratepayers to vote $55,000 for sewer purposes.

The Goderich Council has decided to submit a by-law to the ratepayers to issue $20,000 waterworks debentures.

The Goderich Council has decided to submit a by-law to the ratepayers to issue $20,000 waterworks debentures.

It is proposed to install a gravity system of waterworks at Claresholm, Alta., at a cost estimated of $54,000.

A great many sewers will be constructed in the Deer Park district of Toronto, recently annexed to that city.

The Godson Contracting Co., Toronto has the contract for constructing the first section (6,386 feet) of that city's trunk sewer, at $138,528.

The Halifax borrowing bill has been introduced before the N. S. Legislature. It provides for items including $50,000 for the construction of new sewers.

The Pembroke Waterworks Committee will secure plans for a new waterworks system and submit same to the council at the first meeting in May.

Tenders will be received until April 7, for pipe-laying, water tower, cast iron pipe, and fire hydrants and valves for the town of Weyburn, Sask.

Tenders will be received until April 15, for the supplying of the various materials required in the extension of the new waterworks system at New Liskeard.

The Elk Creek Waterworks Co. are planning extensive improvements, including the laying of duplicate mains and the construction of a large reservoir at Chilliwack, B.C.

Tenders will be received until April 13 for all labor necessary for laying water mains and sewer pipes, and for furnishing certain materials required for the work at Edmonton.

At a recent meeting of the Vancouver Board of Works, the report of City Engineer Clement was adopted. The recommendations include the construction of sewers amounting to $6,950.

E. A. Fultz, of Lancaster, Ohio, was in Welland on Monday with a view to starting a window glass works there. There is no window glass plant in Canada at present. About 100 men will be employed.

At a meeting of the executive committee of the Northwest Winnipeg Ratepayers Association, it was decided to ask for the immediate construction of water mains on Selkirk, Pritchard, Manitoba and Magnus streets.

The Canadian Agency of London, England, has made an offer to the municipalities of South Vancouver, Point Grey, Richmond and Burnaby for the construction of a combined waterworks system through these districts.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

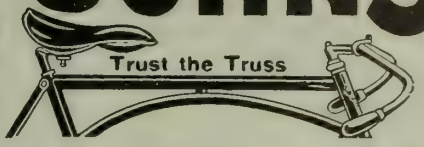
WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IVER JOHNSON



Truss Bridge Bicycle

TRUST THE TRUSS

To-day there are a score or more different makes of bicycles.

Yet the Iver Johnson is in a class by itself.

The others are all about alike except in name plates.

One of the distinctive features of the Iver Johnson is the Truss Bridge—the same principle employed in bridge construction. This holds the frame absolutely rigid—all parts in perfect alignment. This elimination of "give" and "play" makes the Iver Johnson wonderfully easy-running. Then, the extra strength given by the Truss Bridge adds immensely to the safety. Think what that means to your customers.

Besides, the prices are moderate in the beginning and as it costs practically nothing for repairs, if not mistreated, it costs least in the end.

Send for our free catalogue, a neat little booklet, which illustrates and describes our various models and gives prices and options. You will do well to look into our

AGENTS PROPOSITION

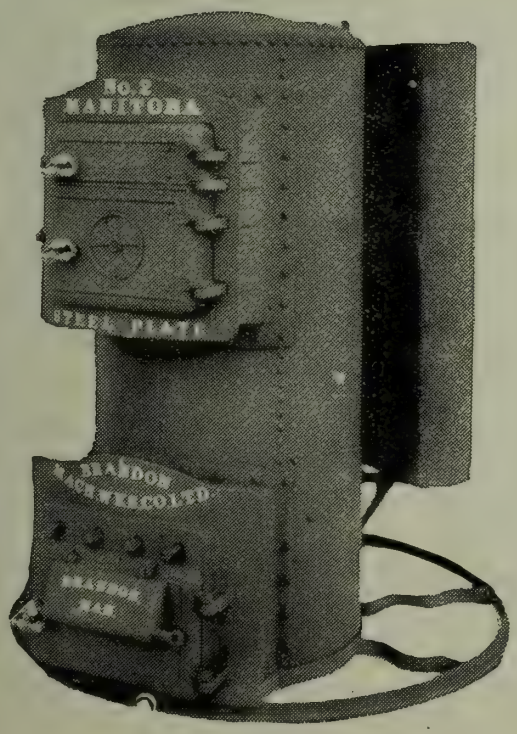
It is a good way to make good money on a good proposition. Write to-day

Iver Johnson's Arms & Cycle Works

Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

Pacific Coast Distributors: BAKER & HAMILTON, San Francisco, Cal. New York: 99 Chambers St.

Southern Selling Agents: HENRY HEIDEL & CO., Baltimore, Md.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

Railway Development.

The N.T.R. is now under contract from Moncton to Winnipeg.

An extension of the electric line at St. Thomes will be made to Aylmer.

The Nipissing Central Ry. will build and run an electric line in Haileybury.

The Peterboro Radial Ry. must complete its extensions to Lakefield and Stony Lake within three years.

The Blind River Colonization Ry. plans to build from Blind River, Ont., north to a junction with the G.T.P.

The C.P.R. are negotiating for St. John property upon which to construct yards and terminal facilities at a cost of $250,000.

The Simcoe Electric Railway & Power Company are applying for incorporation to construct an electric railway from Midland to Coldwater, Ont.

The C.P.R. will double track their line between Smith's Falls and Peterboro, a distance of 133 miles, and carry out the construction of the direct grain route about 76 miles in length.

The final location of the G.T.P. from Edmonton to Prince Rupert is completed, and engineers will shortly survey the Vancouver branch from a 30-mile radius of Fort George and Vancouver.

Representatives of the municipalities from Pickering to Cobourg and Campbellford, who are interested in the proposed Lake Ontario, Campbellford and Western branch of the C.P.R., decided to urge the C.P.R. to proceed with the construction of this railway, the charter for which was granted in 1904.

New Companies.

Lockerby & McComb, Montreal; capital, $99,000; to manufacture, pitch, coal-tar and roofing material. Incorporators, D. W. Lockerby, J. H. McComb and J. T. Fisher, Montreal.

Art Wallpaper Shop, Toronto; capital, $50,00; to manufacture and deal in wall papers, paints, oils and glass. Incorporators, T. H. McGee, A. C. Fox, and J. H. MacKay, Toronto.

R. H. Bradfield & Co., Morrisburg; capital, $8,000; to conduct a hardware, coal and grocery business. Incorporators Bertha C. Bradfield, H. H. Bradfield and A. H. Hunter, Brockville.

Standard Paper Bottle Co., Montreal; capital, $125,000; to manufacture paper and paper materials and substances. Incorporators, U. H. Dandurand, O. Rolland and R. Prefontaine, Montreal.

The Chatham Wrench Co., Chatham, Ont.; capital, $10,000; to manufacture machinery, tools and hardware specialties. Incorporators, R. J. McG. Gardiner, W. D. Sheldon and J. Hadley, Chatham.

The Boeckh Bros. Co., Toronto; capital, $250,000; to manufacture woodenware, brushes, brooms, paints and metalware. Incorporators, J. C. Boeckh, C. McC. Farringer and A. W. Wills, Toronto.

The Wm. Cane & Sons Co., Newmarket; capital, $250,000; to take over and conduct the woodenware business of the United Factories at that town. Incorporators, W. H. Cane, L. P. B. Cane and V. E. Cane, Newmarket.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Lawn Sprinklers for Summer.—The approach of warm weather is brought nearer to one by the displays of "The Niagara" lawn sprinkler, manufactured by the Novelty Mfg. Co., Waterbury, Conn., makers of "Wilwear" metal goods. "The Niagara" is a heavy brass sprinkler ring, which produces a vapor-like spray from three series of holes placed at different angles in the ring. It is claimed for this ring that it does not upset; that there are no parts to get lost or out of order; that it will not wash away the fine seeds on the lawn or garden; and that it gives a refreshing atmosphere. With care "The Niagara" should last for many years. The Novelty Mfg. Co. issue catalogues of all their manufactured goods and invite the trade to send for them.

Trucks and Barrows.—The John Watson Mfg. Co., Ayr, Ont., in their "Truckology" booklet, just issued, describe the products of their factory. The company are manufacturers of trucks and barrows for all purposes. They also make kindred articles, such as skids, casters, and lawn rollers and some time ago commenced making metal flower vases and lawn settees. One of the latest lines put out by the company is an invalid table, which is a great convenience for the sick room. The company have been in business 58 years and claim to be the largest truck makers in Canada. The catalogue certainly shows some very fine specimens in the line of trucks, and should be worth having by any hardwareman.

The Green Book.—The Smith Hardware Co., Montreal, manufacturers and importers of hardware specialties, and which was recently incorporated, has just issued its first catalogue, which is appropriately called the "Green Book." The cover is green in color, and the book contains 110 pages of illustrations, descriptions and prices of articles handled by hardwaremen. In the front of the book the company has prominently placed its motto: "Quality remains after price is forgotten." One article mentioned is Devine's "Red Devil" water motor, which can be attached to a kitchen faucet for the development of power. It develops 5,000 revolutions on an 80-pound pressure, and this power can be used for polishing, buffing, grinding and running small machinery. It may be used, too, to run an electric fan, or the sewing or washing machine. There are many other uses to which this motor can be put and it looks like something more than a mere toy.

An Artistic Hanger.—A wall hanger which is worthy of a conspicuous place is that one recently sent out by the Dominion Cartridge Co., Montreal. It is the work of A. H. Hider, a Canadian artist, and the product of a Canadian lithographing company, depicting an open-air shooting scene. Few Canadians realize what a large and important industry the preference for Dominion-made shells and cartridges is building up. Their plant at present consists of 43 buildings on a 200-acre reservation. During the past few years the business of the concern has vastly increased, and this is due both to the quality of the goods and the fact that the company advertises in nearly all the principal papers and magazines of Canada, thus co-operating with the hardwareman and salesman.

The Frosting of Windows.—The Dennis Wire & Iron Works, London, who have secured the Canadian agency for the Kawneer system of metal glass setting for store fronts, offer to send catalogues and samples to any reader of Hardware and Metal. Their system is fully described in a very interesting catalogue, giving numerous illustrations, one of which is a model store front. A most interesting chapter is devoted to the frosting of windows, while other subjects treated include the lighting of windows, wind pressure on glass, sectional details of construction, etc. Any merchant intending to build or remodel his store will find the catalogue invaluable.

NEW OREGON PEDDLERS' LAW.

Every peddler, whether principal or agent, shall before commencing business in any county of the State of Oregon, make application in writing and under oath, to the County Treasurer for the county in which he proposes to make sales, for a county license. Such application must state the names and residences of the owners or parties in whose interests said business is conducted, the number of horses and vehicles to be used by him. He must also file an affidavit of the quantity of goods, wares and merchandise as are in the county. He shall also make a special deposit with the county treasurer in addition to the license fee. The amounts to be paid for licenses are as follows:

Peddler on foot, $25; peddler with one horse and wagon, $100; peddler with two horses and wagon, $150, and peddler with any other conveyance, $300.

The special deposit required to be made must remain with the county treasurer for 90 days after the license has been cancelled or has expired, and is subject to taxes, attachment, execution or claims that may arise under his license, etc.

Violations of the law are punishable by a fine of $50 to $500, and from one to six months' imprisonment, or both such fine and imprisonment.

Gray & Campbell have been awarded the contract for the erection of the new Fernie, B.C., city hall.

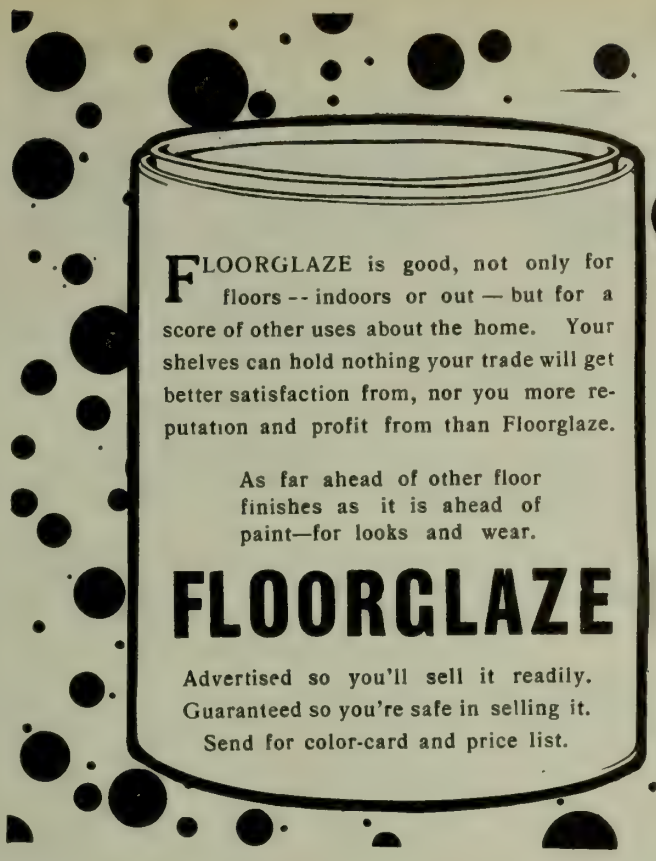
News of the Paint Trade

THE SPRING CAMPAIGN.

Having decided upon, and set into operation, his scheme of outside attack for the stimulation of the spring trade, the dealer should now turn his attention to his interior attack. It is impossible to over-estimate the value of a well-kept stock, and a judicious display of signs, and cards, in concentrating the attention of a customer upon the paint department. If a merchant wishes to get the best results from his paints he must thrust them prominently under notice. There should be no round-the-corner location for the department. No hiding away in a place where the light is so bad that a customer can hardly distinguish one tin from another. Paint is associated with everything that is bright and cheerful.

If the merchant has not already done so, let him bring his paint stock well to the front, where the surroundings will enhance the attractiveness of the colored labels on the tins, and command the attention of the customer who may have entered the store for some article totally different from paint. The merchant should remember this one great fact: that paints cannot sell themselves, they need pushing, just as any other line. With a little ingenuity a paint stock can be made the prettiest part of the hardware store. Not only do the tins lend themselves to display, but the dealer has at his disposal the artistic designs of the manufacturer to make his paint department a striking show of color among the quieter lines of hardware. Color always attracts the eye, and the customer entering the store will naturally be drawn to the display, and then comes the opportunity of the wide-awake salesman. The sight of a prettily painted house on a card may cause many a property owner to think that perhaps his house would look better for some paint. The merchant should make full use of his hangers, cards, etc.. He should take a careful scrutiny of his store. Pick out every spot where smart colored advertising matter will meet the gaze of a customer, and place something there. Use a little care in the selection of the matter. Do not place a round card where a square one would look better. Be artistic, for paint is artistic, and thus you will have a strong selling force at work immediately the customer enters the front door. An indiscriminate piling and setting up of signs on counters and show cases, or hanging up of cards on shelves and walls cannot be too strongly condemned.

No matter how attractive a window display may be, unless the interior display is equally as strong, the full effectiveness of the combination is lost. There must be no falling off in interest from the time the customer is attracted into the store by the window until he leaves it. Effective co-operation between the window display and the interior display, is the strongest selling force that the merchant can evolve.



FLOORGLAZE is good, not only for floors -- indoors or out — but for a score of other uses about the home. Your shelves can hold nothing your trade will get better satisfaction from, nor you more reputation and profit from than Floorglaze.

As far ahead of other floor finishes as it is ahead of paint—for looks and wear.

FLOORGLAZE

Advertised so you'll sell it readily.
Guaranteed so you're safe in selling it.
Send for color-card and price list.

Why don't you get in touch now with a live line of paints and varnishes?

Address

IMPERIAL VARNISH & COLOR CO.
LIMITED
TORONTO

Winnipeg 108 Princess
Vancouver 542 Beatty St.





HORSE NAILS



Success has attended the sale of "M.R.M." NEW COLD PROCESS HORSE NAILS, right from the start. Some reasons why:—

They are made from the best material.

Pattern is correct and is kept so.

Every care taken in their manufacture.

Thorough inspection before shipment.

There are no better Horse Nails made than the "M. R. M."

THE MONTREAL ROLLING MILLS CO.

Paint and Oil Markets

MONTREAL.

April 2.—A strong spring feeling is now being shown in the paint and varnish trades. Orders are swinging in well, especially in ready-mixed paints, while inquiries are extremely promising, showing a stronger degree of confidence in the coming spring trade. Manufacturers and jobbers are now much more optimistic, and say that trade is at last being aroused from the lethargy which has existed for some time. With warmer weather, orders will become even better and the prospects look exceedingly healthy.

TURPENTINE — Turpentine has shown a greatly increased turnover as regards shipments compared with the output a few weeks ago. Stocks, however, have accumulated, and the demand is quickly met without any change of figure. We quote 58c for single barrels, net 30 days.

LINSEED OIL—Linseed oil continues to move in increased volume, and good trade is opening out. Complete harmony does not appear to exist in some quarters as to prices, but generally the following quotations are adhered to: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; strictly net, 30 days.

GROUND WHITE LEAD—Business continues good and grinders are satisfied with the prospects. With the recent strengthening movement in pig lead it was thought that a firmer tone would be displayed in quotations for the various brands of white lead, but the lead market fell away again, and prices remain the same: Strictly pure, $5.50 to $6 according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—The demand is fair, but nothing unusual for this time of the year. The holdings being light, prices are slightly firmer. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50. and smaller quantities, $5.50.

LIQUID PAINTS—A spring buoyancy is now in evidence, and rush orders are numerous. As makers were extremely busy during the winter making up stocks, no delay is being felt in the shipping. All colors and sized tins are in demand.

VARNISHES—There are signs of a much better feeling in all classes of gums and varnishes. Makers are buying more freely, stating that the outlook warrants it. Household, carriage and furniture varnishes are in strong demand.

WHITE ZINC—Some satisfactory shipments are being made, especially to Western Ontario, where the spring seems to have opened out rapidly. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—All carloads of assorted paints and varnishes seem to include a good percentage of putty. The tone of the market is bright in harmony with the better business in other lines. We quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs. in barrels, $1.90: in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

April 2.—Comparatively quiet are all paint lines. That is to say, while business is steady and good, there has not been the advance during the past week that there has been during the past few weeks. Seasonable lines, lead, oil and varnishes, are going out in immediate sales and orders for future delivery call for these lines as well as general sorting-up goods. Brushes are active; glass is firm, but very little is doing. This condition, too, applies to putty. Oil is firm and likely to remain so for at least three months. Turps are easy, though unchanged in price quotations.

LINSEED OIL—Local quotations remain at 59c and 62c for single barrels of raw and boiled oil, and 5 barrel lots are selling at 1c a gallon less. Flaxseed is very high in Chicago and other U.S. paint centres, but the Argentine is marketing its crop in Europe, and English crushers can sell oil cake at quite reasonable rates when compared with the prices prevailing across the border. India will soon be in the market with a fair crop, and though there may be a stretch during the summer until the U. S. and Canadian crops are reaped, it is hardly likely that there will be the advance in price of oil in Canada that is ruling in the U.S. at present. Our quotations are now just below English prices, and while the market is firm and may go up slightly, the advance will not be very great. On the other hand, there will certainly be no decline for at least three months, so say the paint jobbers.

TURPENTINE—Single barrels, 58c; 2 to 4 barrels, 57c; and 5-gal. lots, 63c; the unchanged prices from last week still prevail.. The supply in the south is greater than was anticipated, and with the new crop in sight, and which is already estimated, the market is easy. There is, too, cutting being done by independents, though the purity of the cut price turps is not guaranteed. These conditions have helped to keep back any advance, if such was anticipated. This adulteration of spirits of turpentine is causing some agitation for legislation to be indulged in, and led to the Department of Agriculture at Washington taking up the matter of investigation.

WHITE LEAD—Probably the most active paint line at the present time is lead, nearly every order calling for this line. Prices are unchanged, though the tendency is for higher, or at least, firmer prices. No. 1 is $5.40 to $5.65; pure

— after all, no paint like

"English" Liquid Paint

No other Paint can be made on a higher standard — 70% pure White Lead, 30% pure Zinc White.

No other Paint in which the only lead used is Brandram's B. B. Genuine, for over one-hundred years the standard of the world.

No other Paint covers so well.

No other Paint so economical for the house owner, or so satisfactory for the dealer.

Backed by unique, forceful advertising, including a big newspaper advertising campaign this spring.

Just mail us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MURESCO

The Best Wall Finish

Only One Coat Required **Easy to Apply**

Unequalled for all classes of

WALL AND CEILING DECORATING

Muresco can be applied by any one, to any kind of surface. It will not rub off nor peel, shows no laps, spots or brush marks, and is the only material producing that flat, subdued, velvety effect, so much admired.

Ready for use when mixed with hot water

Beware of wall finishes containing lime or plaster that cannot be removed by washing when desired; they are neither practical nor sanitary and will eventually peel off, leaving the walls in a ruined condition.

Send for sample cards, descriptive matter and prices

Benjamin Moore & Company, Limited

High Grade Paints, Colors and Varnishes

TORONTO NEW YORK CHICAGO CLEVELAND



Get busy after New Business

Go after the man who is building and the man whose house looks like it needed paint. But be careful which **kind** of paint you recommend to him. He's going to paint **again** some day, and he has many friends who may need paint.

If he buys paint from you that peels, cracks and wears off in a year or so, he won't come back to **you** for paint again. And his friends and neighbors are going to **hear** all about that poor paint. **Play safe—take no chances**—sell him

MARTIN-SENOUR PAINT
100 Percent Pure

A paint that you can recommend as strongly as you like and we stand back of you. Martin-Senour Paint is pure—that is why we can stand back of it—why you can stand back of it—why buyer comes back for more of it. Ask for Government investigation and see where it stands in their test of paints.

You want more good profitable paint business, and we want a few hustling dealers. Let's get together. We don't know who or where you are. If we did—we'd send you some welcome news right now. Won't you **tell** us on a postal—who you are and **where** you **live?**

The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paint

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

white, from $5.80 to $6, and a superior line is offered at $6.25. Genuine red lead is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs.

PARIS GREEN—While continuing to quote this line, practically all the green for the season has been booked. 25 lb. drums are at 21¾c, and barrels at 20½c.

STAINS AND VARNISHES — With lead, stains and varnishes are keeping the paint market steady. Ready mixed lines, too, are moving well. No change in price has yet taken place, though an advance was looked for.

GLASS AND PUTTY—Both these lines are slow sellers, and, strange to say, glass prices are firmer than they were last fall, when the line was in active demand. The expectation is that when May comes round and importations begin to arrive from Europe, the price of glass will advance. Conditions in Canada are not similar to those across the line, and while hand and machine men are cutting over the border, Canada's supply coming from Belgium and through England is retained pretty much at one price for a whole season.

PETROLEUM—The production last year of petroleum was very high all over the American continent, Canada, of course, participating in this output. Business is slightly less than, say, a month ago, but is hardly noticeable. The prices remain unchanged: Prime white is 13½c; yater white, 15½c; and Pratt's astral, 17½c.

FIRST PETROLEUM REFINER

The connection of the late Bradhurst Schieffelin with the first refining of petroleum has been revealed in his obituary notices. "As early as 1857, Abraham H. Howland, the first mayor of New Bedford, a whale oil manufacturer, purchased the Joseph Ricketson oil works and commenced experimenting in the distillation of oil from coal. A company was formed, of which Weston Howland was secretary. While in New York in 1860, Mr. Howland was told that Schieffelin Bros. desired an interview with him. At the Schieffelins he met the leading chemist of the firm, who introduced the subject of petroleum.

Petroleum had not then been refined. It had been known for years, having been collected by the Indians who took it from the Allegheny River and Oil Creek by spreading blankets upon the water and wringing them when saturated. The product was called Seneca oil and was used as a medicine.

At that time there were a few wells in Pennsylvania, and Schieffelin Bros. had about two thousand barrels of oil on hand. The Schieffelins wished Mr. Howland to undertake refining the oil, and a barrel was shipped to him. Mr. Howland procured a large kettle from his kitchen, fashioned a crude condenser, and after a few trials his attempts succeeded in part, but the oil procured was thick and muddy, with a vile odor, and had yet to be refined. Mr. Howland filled a milkpan with the oil and experimented with alkalis and water, but the result was a foggy mixture of oil and water.

He gave it up and left the pan standing on the barn floor. Returning a little later he was amazed to find the problem solved. The door of the barn had been left open and as the sun wore around, its rays touched the oil and completed the process, removing the light distillates by slow heat. This proved to be the secret that the chemists had been unable to discover.

That evening, Mr. Howland filled a lamp with oil which he had distilled from coal and another with petroleum and called in his brother, who declared the petroleum flame to be superior. As a result he was convinced coal oil could not compete with petroleum. So he bought an oil works, set up stills, and commenced the manufacture of petroleum for the market, buying fifteen hundred barrels of the stock of Schieffelin Bros. at 25c. a gallon and selling the refined oil at 75c. a gallon, at which price there was a great demand."

A DOUBTFUL PROPOSITION.

The Canadian trade has been receiving from a southern independent naval stores concern circulars offering Georgia, Florida and Carolina turpentine at a price from 4 to 5 cents lower than the present market quotations. Authorities who know the turpentine situation say they are not familiar with the company in question, and cast doubt on the proposition. A number of warehouses which this concern say they have in various centres of Canada and the United States are said to exist only in imagination, and some of the towns where they claim to do business, are not even on the map. The turpentine offered is also said to contain a large proportion of petroleum, though in primary orders a buyer may get pure turpentine.

PAINT NOTES.

D. Lamontagne will do the painting in the Pratt building at Montreal.

Colerick Bros.' paint and wall paper store, London, was damaged by fire recently.

McCausland & Son, Toronto, have the painting contract for the new Bonnick residence.

J. K. Arcand, Montreal, has the painting contract in the Sherwood residence at that place.

B. Havert will do the painting and glazing in the block of stores and dwellings being erected by Joseph Sawyer, Montreal.

Leduc & Co., dealers in paints, oils, etc., Acton, Que., have dissolved; and A. Perreault & Co., of the same place and in the same line of business have been registered,

The officials of the Peterboro House of Providence are considering the erection of a new building for the Catholic poor. If assistance can be obtained from the city council a new building may be erected at a cost of from $30,000 to $35,000.

Leather

One often hears the expression, "There's nothing like leather."

Leather and floors are often closely allied to each other!

For a floor covering which will "wear like leather" order the new

"Amberite" Floor Enamel

Note the name carefully (it is registered in Ottawa.)

"Amberite" Floor Enamel

It is economical because it puts off the necessity for re-painting for a long, long time.

The "AMBERITE" Floor Enamel is made by

The Canada Paint Company, Limited

Montreal, Toronto, Winnipeg

FOR MORE BUSINESS



Let us all see to it that cards are well displayed. Agents everywhere for

Ramsay's Paints

get out your cards, put out your signs, be prepared to take advantage of the trade that is looking for Ramsays Paints.

All over the country the fences are bill-posted, newspapers are carrying the ads.

Ramsays Paints are widely known. Don't miss the trade that should be yours. It only requries a little enthusiasm.

Write us. Tell us who is going to paint, also who should paint, and we will get them started to your store

FOR MORE BUSINESS

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

The Paint That Moves

This is one characteristic of the

New Era House Paint

It is also a paint of high aim and high quality. In addition, it possesses the dual qualities of giving satisfaction to the consumer and profit to the dealer.

It is sold at a moderate price, will withstand the weather, and is exceedingly durable.

Get Our Prices and Discounts.

Standard Paint and Varnish Company

Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.

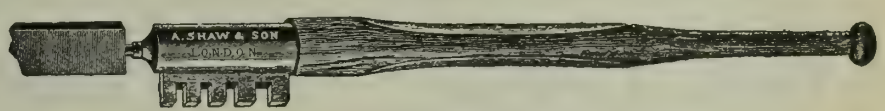
Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHE

MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

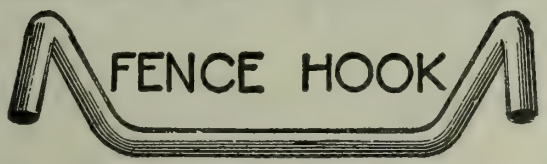
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

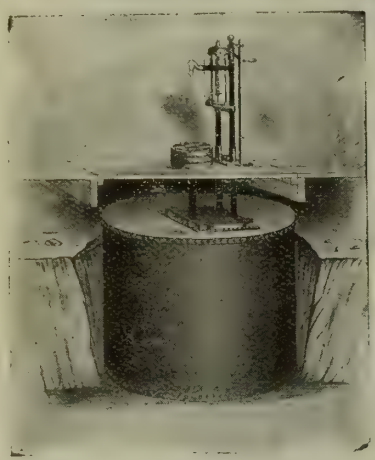
The Western Wire and Nail Co., Limited, - London, Ont

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would suprise you.

Cut 6—Under the Floor Outfit

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for catalog 5446. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Avenue · TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

"Lemons" in your hardware stock

By "lemons" we mean lines that are such "slow sellers" they make you feel "sour" when you think of them. Probably the worst kind of "lemons" in a hardware stock are the whiting and glue, etc., "imitations" of Alabastine—the gypsum rock cement wall coating. The name and fame of Alabastine are known all over America. It's the wall decoration your trade wants. The "imitations" are "dead one's." Order.

Alabastine

FROM YOUR JOBBER OR DIRECT FROM
Alabastine Co., Ltd., Paris, Ont.

Gutta Percha Floor Finish

It has the toughness of Gutta Percha and will, under favorable conditions, dry over night. One coat is generally sufficient. This finish is durable and does not scratch nor mar white.

Sold in sealed cans only.
Write for our Price List.

Gutta Percha Outside Spar

This is another line that every dealer should be looking after as now a lively trade is doing in varnishing outside doors, store fronts, yachts, canoes, etc. This brand dries dust free in about 8 hours.

It is thoroughly Reliable.
Let us send you Particulars.

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS

ISLAND CITY

Island City Liquid

House Paints

Barn Paints

Roof Paints

Are Good Paints

Backed by our guarantee

P. D. DODS & CO.

Limited

Montreal, Que.

REAL GERMANTOWN LAMPBLACK

Contains this Trade Mark



Made only by the Largest Makers of Fine Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL.

REMEMBER,

we guarantee the "MAPLE LEAF" brand of **Linseed Oil.**

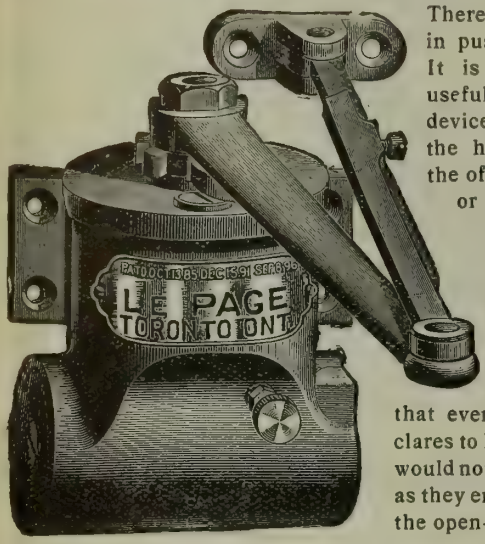
Absolutely Pure

Try it. We invite comparison. Send us a trial order and we will convince you.

Canada Linseed Oil Mills, Limited

Learn Something About

Le Page's Oil Door Check



There is good money in pushing this line. It is a convenient, useful and desirable device for the barn, the house, the store, the office, the factory or the warehouse. Easily attached and never getting out of order. Its work is so simple and its action so strong and powerful that every customer declares to his neighbors he would not be without one, as they entirely eliminate the open-door nuisance.

Price Lists Sent for the Asking

Le Page Door Check Mfg. Co.

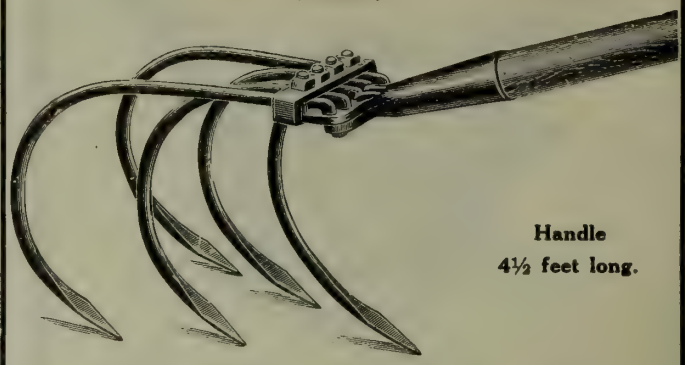
256 Macdonell Ave., TORONTO

Phone Park 1086 *WM. KEATING, Manager*

"BUCO"

THE SCIENTIFIC GARDEN CULTIVATOR

(Patented)



Handle 4½ feet long.

A Money Proposition

With the snow off the ground, gardeners and farmers are getting ready for the planting season. This is the time they will require the "BUCO"—the Scientific Cultivator. Greatest tool invented for weeding and cultivation work. Immensely popular wherever used. A quick seller, and the after-claps always pleasant. It's a money maker for you because it bears big profits and sells. Stock up now.

SOLD BY HARDWARE JOBBERS.

Bailey-Underwood Co., Ltd.

SOLE MAKERS

New Glasgow, - Nova Scotia

Yes, I Am Still Buying Eavetrough



Then You Are Losing Money, and it is Time You invested in a

B. B. & CO. Light Iron Brake

It Is a Money Maker

It keeps your men employed at odd times. Tinsmiths have told us the machine paid for itself in one season. You can operate it just as successfully. Write for price and particulars.

The Brown, Boggs Co., Limited, Hamilton, Ont.
Manufacturers of

Tinsmiths' Tools, Presses and Dies, Sheet Metal Tools

Now Is The Time

to see that you are supplied with **BRUSHES** for

Spring Trade

Your stock will not be complete without our

READY SELLERS

Ask your jobber for the Keystone Brand.

Manufactured by

STEVENS-HEPNER CO. Limited

Port Elgin, Ontario

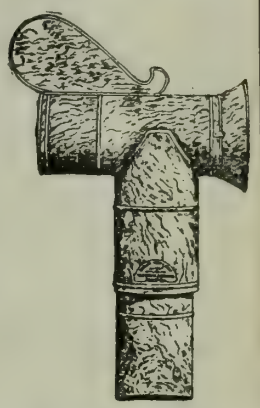
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

CONTRACTORS

Montreal

Atkins Silver Steel



Segment Ground

Cross-Cut Saws

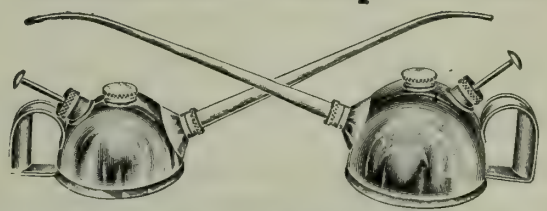
Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

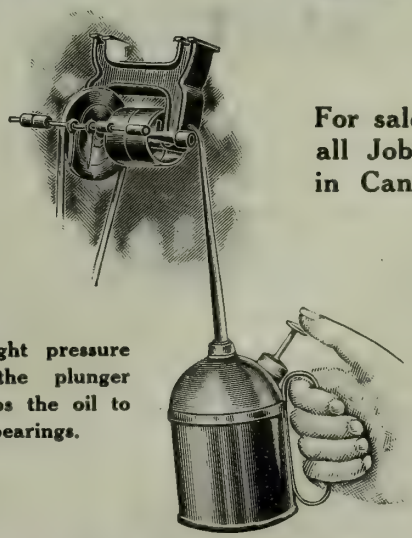
E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

Howlands Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

THE SOO LINE

is a new line of the most improved, lightest, strongest and best

Lumbering Tools

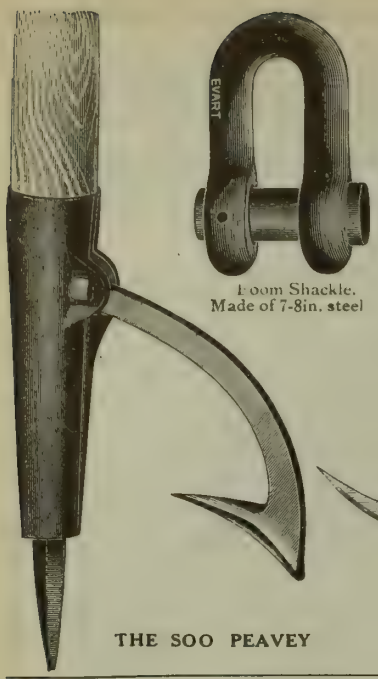
(Made in Canada)

Write for Catalogue and Discounts.

Manufactured by

Canadian Logging Tool Co., Ltd.

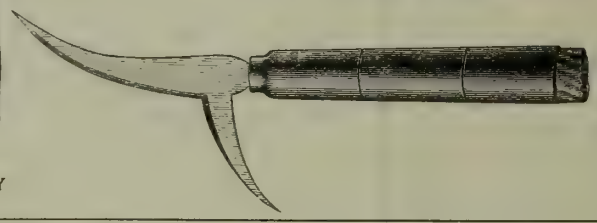
Sault Ste. Marie, - Ontario



Boom Shackle.
Made of 7-8in. steel



Eye Dog.
made of ½ inch steel.



THE SOO PEAVEY

SOO PIKE POLES

with handles made of select second-growth white ash. Ferrules made in three pieces of polished seamless steel. Pikes made of high-grade tool steel. Shanks threaded and screwed in tight. Lengths 10, 12, 13, 14, 16, 18 feet.

Bartlett's

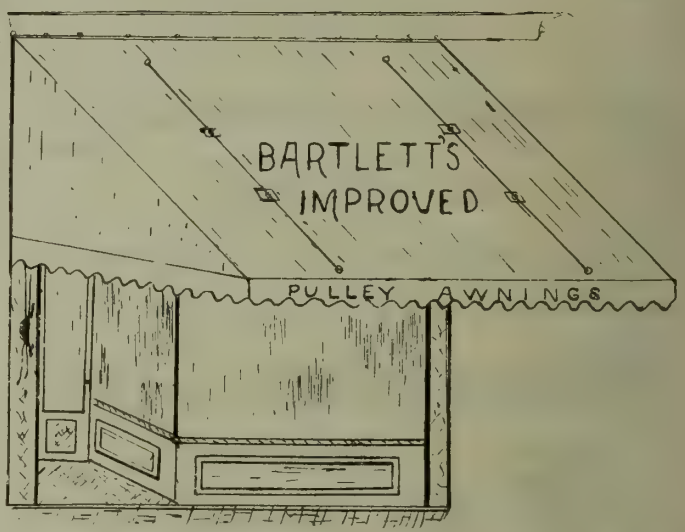
PULLEY AWNING

runs twice as easy as the old style. No lodging of rope. No bundle of cloth. When pulled up all the cloth is flat against the building.

Low Cost.

Send Sizes for Estimate.

WM. BARTLETT & SON, 20 Adelaide St. West TORONTO



N. STAFFORD CO. EST. 1857

STENCILS SEND FOR CATALOGUE

BURNING BRANDS, STENCILS, STEEL STAMPS & LETTERS, NAME PLATES, CHECK-BADGES

67 FULTON ST. NEW YORK.

TIME, TRADE and TOOL CHECKS

Any quantity. Low export prices. Quick deliveries.

NAME and NUMBER PLATES, ENAMEL, GLASS and METAL LETTERS and FIGURES

We want the best Hardware Dealer in every Canadian town and city as our exclusive agent.

N. STAFFORD COMPANY

Established half a century.

67 Fulton St., New York

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN

Stick to the Sprinkler you KNOW is right.

Do you want a sample for comparative test. Post paid to any dealer at the wholesale price.



THE STANDARD STAMPING CO.

Marysville, Ohio, U.S.A.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

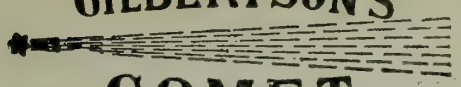
Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S



COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

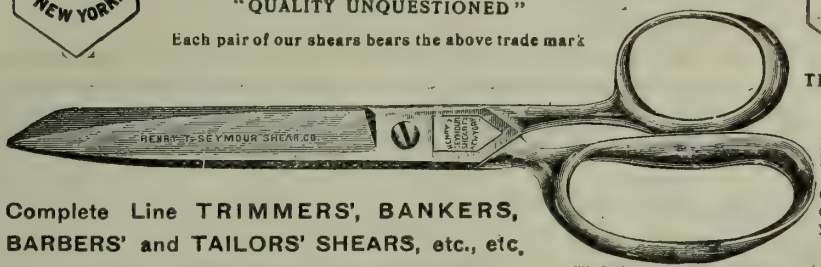
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business yard.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

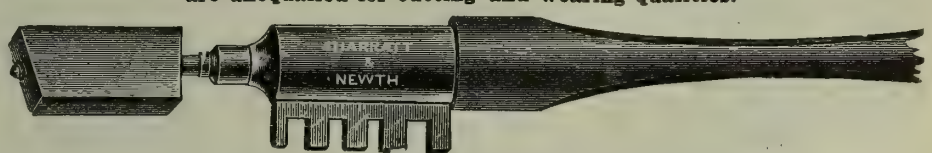
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

THE SHREWD DEALER

takes no chances on QUALITY when he is sure of HIS BASE OF SUPPLIES. Take the matter of ROOFING, and ask any man if he wishes to take a chance on inferior or unknown brands. OUR GOODS ARE BACKED BY A GUARANTEE. Guarantee that they build and HOLD your trade, because IT'S IN THE GOODS, known all over the Dominion for QUALITY. READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPER.

THESE ARE THE BRANDS:

Tarred Felt, and Joliette and Cyclone Sheathing

In addition to QUALITY our PRICES are always RIGHT.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

April 3, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 00
Cut lengths, round, bars, ¼ to 2 in		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base		30 00
Braziers' (in sheets). 4x8 base		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x90	8 96	8 70
" "	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	3 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 45

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	18 50	
Middlesboro, No. 3 pig iron	19 50	21 00
Summerlee, No. 2 "	20 50	21 50
Carron No. 1	22 50	....
Carron ,special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)	....	25 00
Angles	2 60	2 50
Common bar, per 100 lb	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel	1 90	....
Sleigh shoe steel	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 31 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
I XX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	....	6 75
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 75	3 75
Bar,	3 90	4 00
Sheets, 3½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 12¾
Light copper bottoms	0 10	0 11
Heavy red brass	0 10	0 11¼
" yellow brass	0 08	0 09
Light brass	0 06½	0 06¾
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.
Standard Compression work, 65 and 5 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock, net	1 75
No. 4 " " " "	1 65
No 7 fuller " " "	2 00
No. 4½ " " "	2 00

Patent Compression Cushion, basin cock, hot and cold, each $1.25
Patent Compression Cushion, bath cock, No. 2208, each 2 20
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—60 p.c.
Steam Radiators—60 per cent.
Wall Radiators—60 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	2 86
⅜ "	2 25	3 08
½ "	2 63	3 48
¾ "	3 56	4 71
1 "	5 11	6 76
1¼ "	6 97	9 22
1½ "	8 37	11 07
2 "	11 16	14 76
2½ "	17 82	23 57
3 "	23 40	30 95
3½ "	29 45	38 9
4 "	33 48	44 28

Malleable Fittings — Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	0 08
Chrome yellow	"	0 16
Golden ochre	"	0 10
French "	"	0 08
Chrome green	"	0 09
French permanent green	"	0 13
Signwriters' black	"	0 15
Marine black, 25 lb. irons		0 04½

BLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 20½
25-lb. drums	0 21½

PIGMENTS.

Orange mineral, casks	0 09
" " 100-lb. kegs	0 09½

N W TRADE MARK

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 50
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson s "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 58 0 58
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre. 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
" Iron Clad " cotton	2 10
Iron Clad " paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 35 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks, 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness, crescent, 10 inch. doz	2 25
" No. 141, 10x12, doz	1 00
Hat & coat, crescent, plated, dz.	0 75
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine "	6 00 9 00
Shutter, porcelain, F. & L. screw per gross	1 50 2 00
White door knobs per doz.	2 00

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Baxton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20 2 40
Solid "	1 50 1 75

SASH CORD.

Per lb	0 25 0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 9 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00 9 00
American "	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Miller's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10 1 20
Canadian sledge per lb.	0 07 0 08½
Canadian ball peen, per lb.	0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40
" 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25 1 50
Carpenters', hickory, "	1 25 3 75
Lignum Vitae "	3 85 5 00
Caulking, each	0 60 2 00

MATTOCKS.

Canadian per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	8 00 9 00

SOMETHING SPECIAL IN SPOONS

is the popular medium weight

Paragon Brand —— **Ellsmere Pattern**



This line leads all similar ones on the market. It is plated with pure silver on a high grade nickel silver base and the finish is of the highest quality. Our catalogue awaits your writing.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS; J. MACKAY ROSE, 88 McGill Street, Montreal, Que.
N. F. GUNDY, 1 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler s .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each.... ..... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c.; No. 3 and 4 grade, 45 p.c.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz..... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English, ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ....per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25
Crown		4 85
Cre-cent.....		6 50
Sovereign.....		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft) 3 25
" " 1¼ x 3-16 in (100 ft) ....

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross 9 00
" " ⅝ " .... " 10 00
" " ¾ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ¾ and ⅝ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..... .... 0 13½
Berg's, per lb..... .... 0 12½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 5 50
" " " No. 2..... .... 5 50
Saw Vise..... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common new $1 list Per cent.
" " ⅝ and smaller.. 70
" " 7-16 and up 60
" " Norway Iron ($3 list) 60
Machine Bolts, ⅝ and less .... 60, 10 and 10
Machine Bolts, 7-16 and up.... 60
Plough Bolts ..... 55, 5 and 10
Blank Bolts..... 60
Bolt Ends..... 60
Sleigh Shoe Bolts, ⅝ and less .. 60 and 10
" " " 7-16 and larger 55 and 5
Coach Screws, new list..... 75
Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood .....per doz. 5 00
" iron ..... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c. "Regal" Dense Smokeless Powder, 35 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
" and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 h.p

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

	RAZORS.	per doz.
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

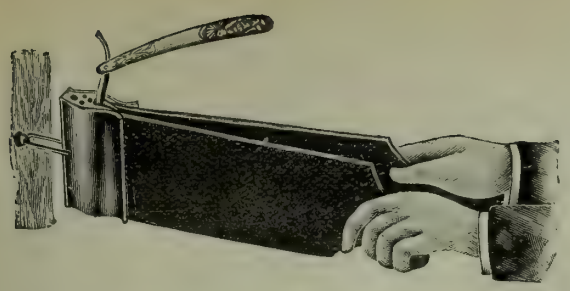
Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½%; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.



CLAUSS PERFECT STROPPER

The latest thing out. The article with merit. The only automatic Stropper on the market which gives perfect satisfaction. Sold under a positive guarantee.

Anyone, no matter whether he knows how to strop a razor or not, can do so on this automatic Stropper. This is now the only way to strop a razor.

Clauss Perfect Stropper retails for $2.50

MERCHANTS, WRITE FOR TRADE PRICE.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set		0 75
" No. 50, nickle-plated, "		0 80
" handles, japaned, per gross		8 40
Common, plain		4 25
" plated		5 50
Asbestos, per set		1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Creamery Cans, 45 per cent
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast per doz.		6 75
Lift Tubular and Hinge Plain, "		5 00

Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00	
7 inch "	7 50	

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 47	

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount. 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. 2 50 Galvanized 2 75

HAY WIRE IN COILS.

No. 9, $2.30 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $2.85; 6, 7, 8, $2.80; 9, $2 35; 10, $2 85; 11, $2.90; 12, $2.50; 13, $2.60; 14, $3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 65	2 70
Galvanized, plain twist	2 95	3 00

Galvanized barb, f.o.b. Cleveland, $2.25 for small lots and $2.35 for carlots.
Dominion steel fencing, 33⅓ p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75	
Plain	2 50	

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case		0 60
" 4 " packages, per case		0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops			1 20
Crescent mops			1 50
Folding ironing boards	16	25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz. 8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WOODEN PAILS.

Cane's wire hoop 2-hoop		1 90
" " 3-hoop		05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz	33 75	35 00
Royal American, 11 in	33 75	35 00
Eze. 10 in., per doz		36 75
Challenge, 3 year, 11 in		36 50
Ottawa, 3 year, 11 in		41 50
Favorite, 5 year, 1 in		42 50

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M		2 25
Small heel		4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger 0 21	0 23
" 5-32 inch 0 25	0 27
" ¼ inch 0 25	0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 85
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25		0 37
Hindostan "	0 06		0 10
" slip "	0 18		0 20
" Axe "			0 10
Deer Creek "			0 10
Deerlick "			0 25
" Axe "			0 15
Lily white "			0 42
Arkansas "			1 50
Water-of-Ayr			0 10
Scythe per gross	3 50		5 00
Grind, 40 to 200 lb., per ton	20 00		22 02
" under 40 lb., "			24 00
" 200 lb. and over			00 80

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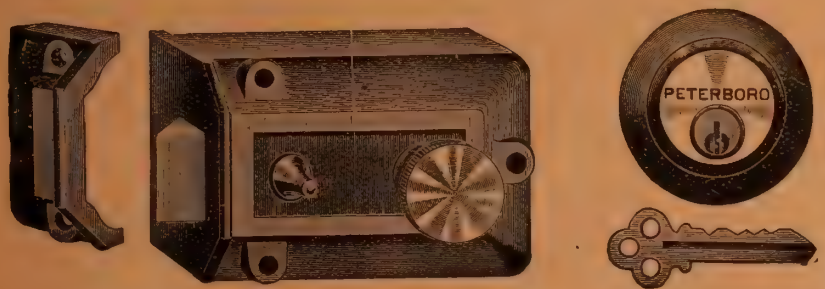
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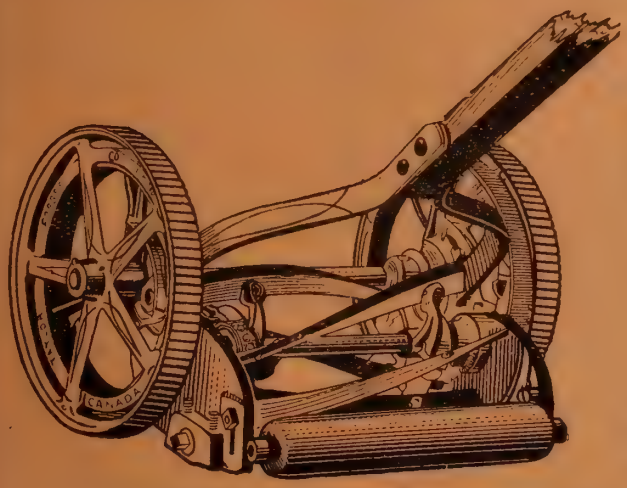
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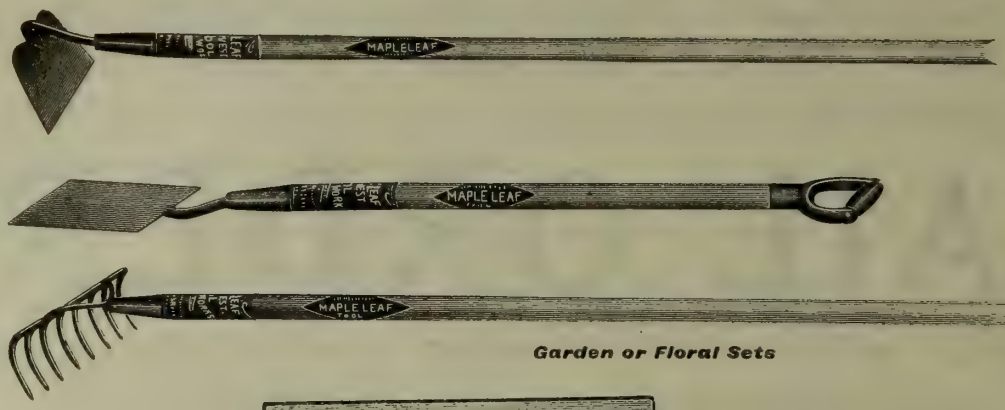
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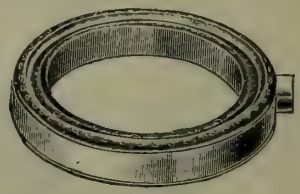
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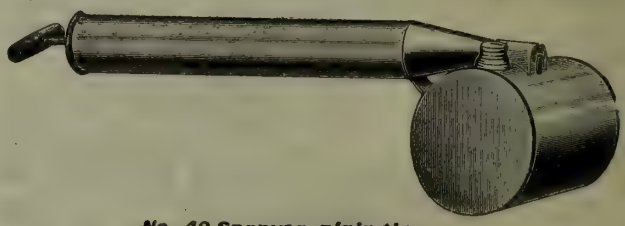
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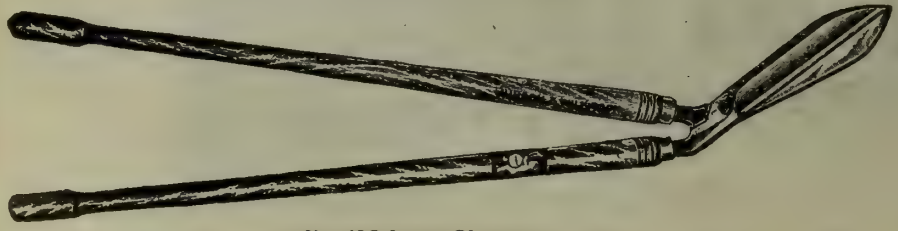
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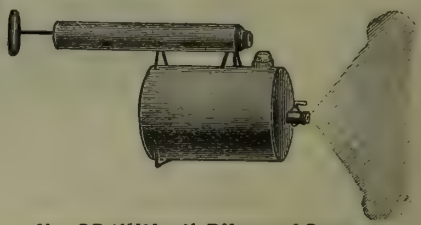
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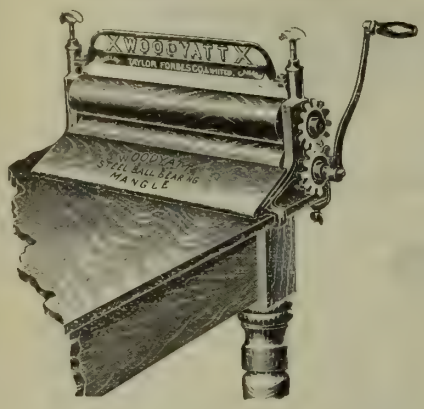
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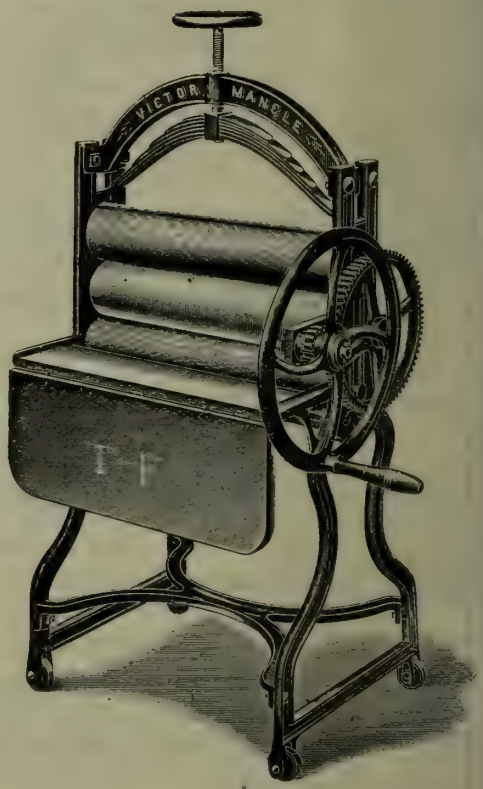
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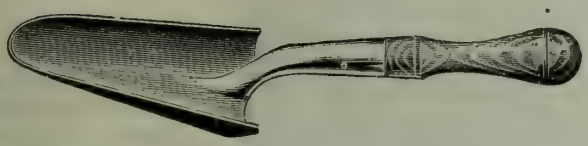
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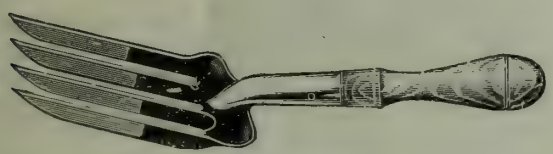
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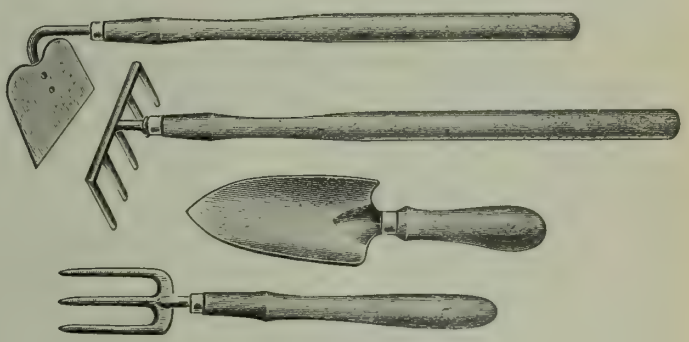
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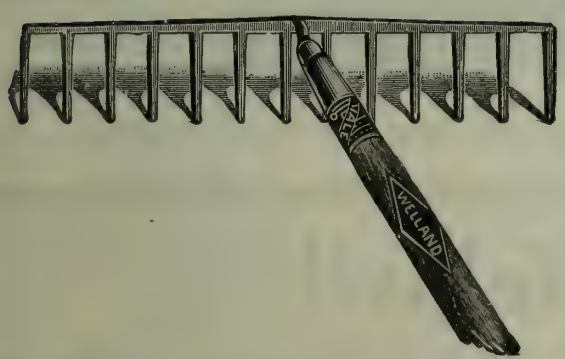
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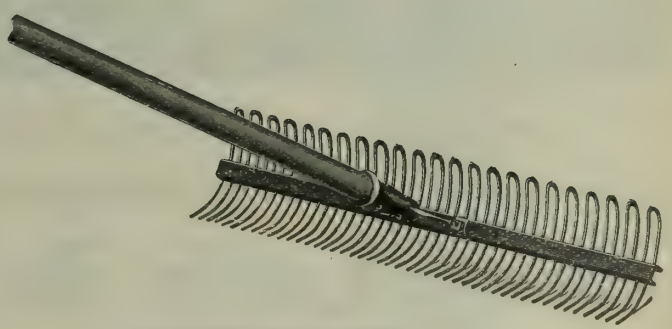
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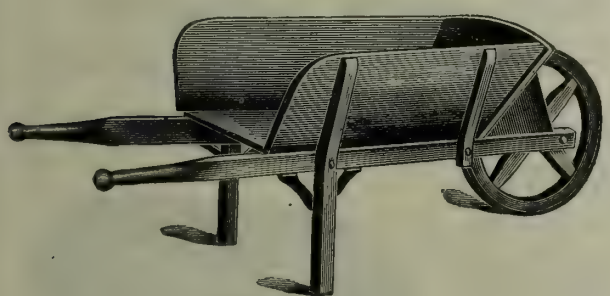
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Steel Straight Teeth, 10, 12, 14, 16 "
" Curved " 10, 12, 14, 16 "

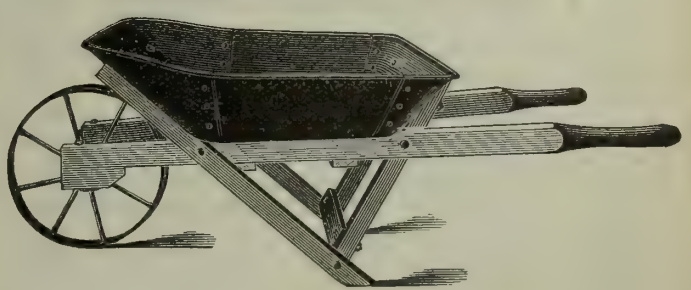


Tinned Wire Lawn Rakes
No. of Teeth, 20, 24, 36 and 46
all Steel Reversible for grass or leaves



WHEELBARROWS

NAVVY—Wood, Knock Down or Set Up
GARDEN " Fast or Loose Sides



WHEELBARROWS

STEEL TRAY, Wood Frame
STEEL TRAY, Tubular Steel Frame

For a More Complete Line of the Above see our Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

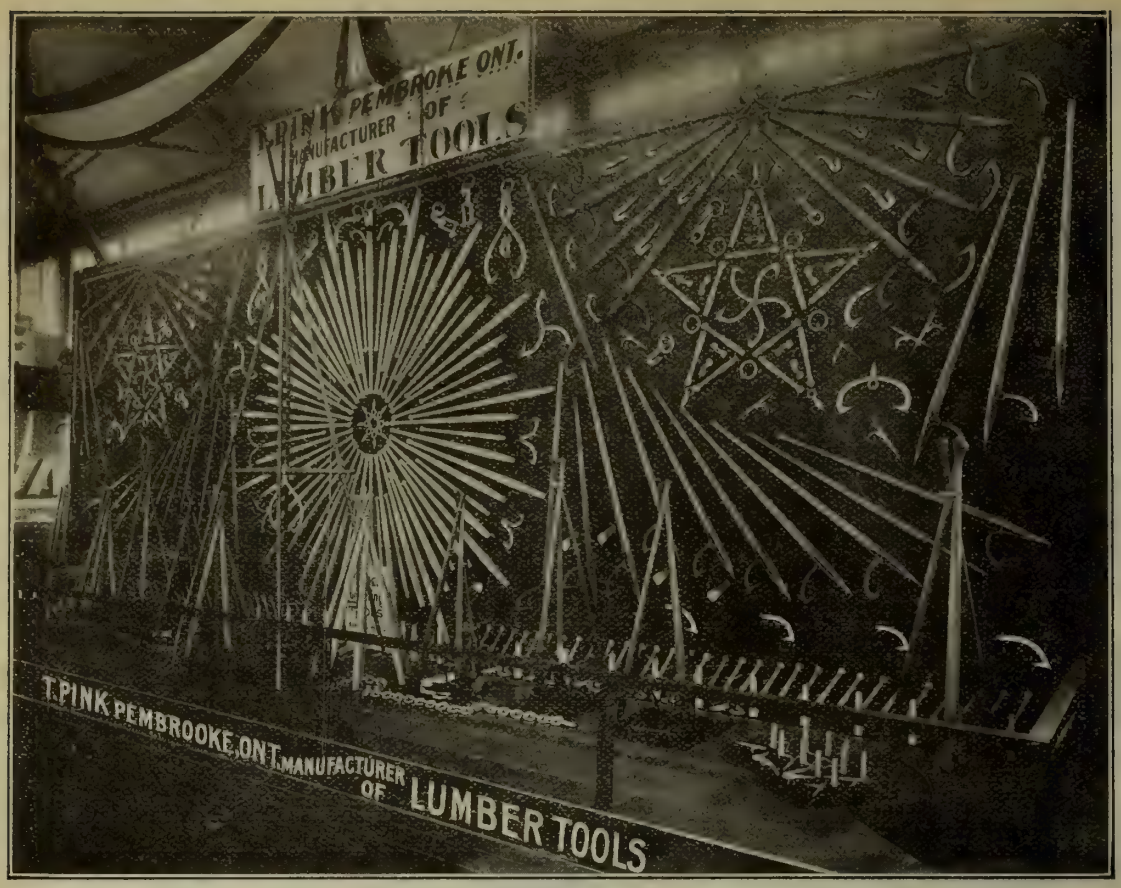
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We Ship Promptly

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto

Our Prices Are Right



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Every Little Bit Helps!!

Mr. Hardware Man,—Don't you often find that the "little sales" of the day are a big feature in the day's receipts and are often the lever to larger sales?

The Kaiser Wax Pad and Iron Cleaner

is a "little thing"—retails at 10 cent—but it is a household necessity, something entirely new on the market, a quick and big seller, with a good profit.

Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high-grade finish, equal to first-class laundries. She of course asks the dealer for advice—in return he offers her the common wax—She knows it is impossible to do good work with the common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—THERE SHE IS SURE TO DO HER BUYING—AND LEAVE HER ORDER FOR OTHER THINGS.

A post card to any of our Canadian agents or direct will bring a sample of this great little business getter.



PATENT APPLIED FOR

500 Circulars Packed in Each Gross.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

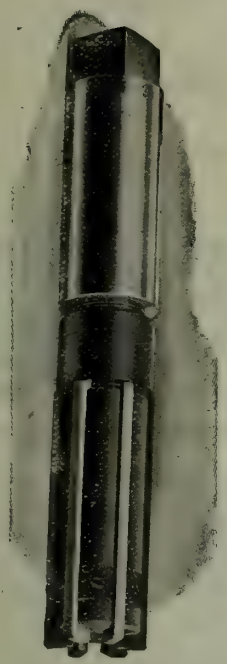
Dept. 54

Manufacturers' Agents calling on Hardware trade wanted in all unrepresented distributing centres of Canada.

Canadian Agents:—Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B. C.
R. Grenier & Cie., 130 Rue Du Pont, Quebec.
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PRATT & WHITNEY CO.

SMALL TOOLS



Dealers, Attention :—

We have on hand a large stock of Pratt & Whitney eccentric relief reamers and taps. We would like to move a large proportion of them before our annual stock taking.

We are prepared to make special inducements to dealers who will put in a stock of these tools. They are always in demand by the high class trade and will be a good investment for you.



NOW IS YOUR OPPORTUNITY

We make this announcement advisedly, having obtained our information from authoritative sources. **The Prices of Small Tools are to be advanced during the coming year!** Take advantage of the low prices and special inducements and assure yourself of a much higher percentage than you will be able to get next year.

The Pratt & Whitney Small Tools are of the most excellent design and material. Tests have shown them far superior to anything else on the market.

Let us send you our proposition

The Canadian Fairbanks Co., Limited

Montreal

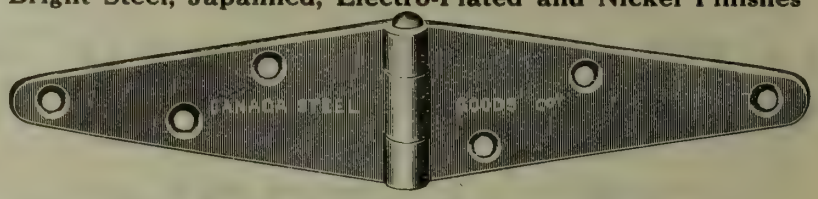
St. John, N.B. **Toronto** **Winnipeg** **Calgary** **Vancouver**

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand

Registered



Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

Hamilton, Ontario

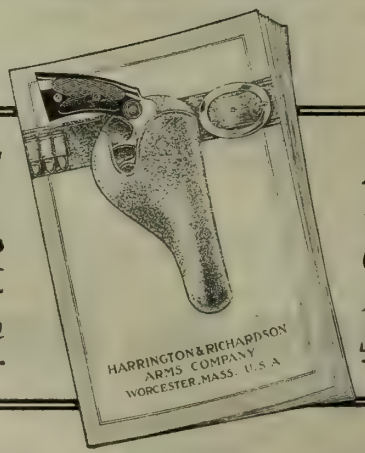
Leave the Money in the Country Wherein You Expect to Make Yours

This Advertisement

REVOLVERS **H & R** SINGLE GUNS

TRADE MARK

TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY

615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers—in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

Harrington & Richardson Arms Co.

615 Park Ave., Worcester, Mass.

ADAPTED FOR BLACK OR NITRO POWDER

THE CELEBRATED
L. P. G. GUNS

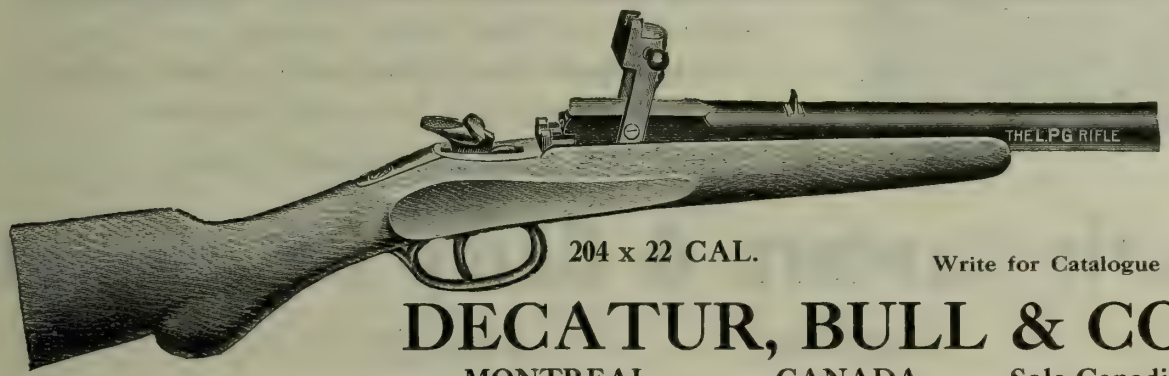
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THE ORIGINAL LONG PATTERN GUN

All Guns and Rifles bearing the L.P.G. Trade Mark are acknowledged a standard of quality, finish and accuracy, made only by experienced workmen. Prices moderate.

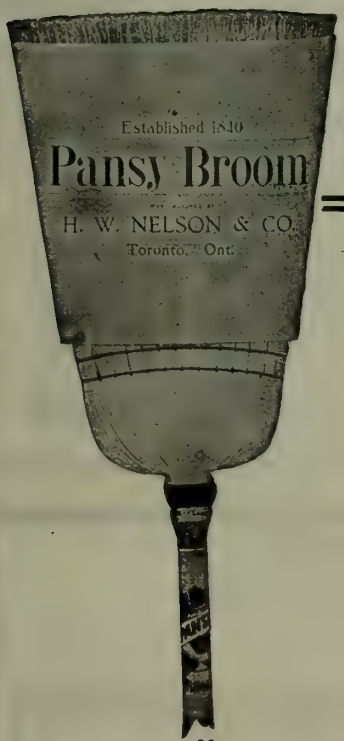


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MONTREAL, CANADA, Sole Canadian Agents



The Worth is in the Wear

There is where you get it in the high-class, splendid quality, satisfaction-giving brooms which are always found where the name of

The "Pansy" Broom

is seen on the wrapper. It is cheaper by far than the ordinary broom—not in price, but in point of service and durability. It is an article you can well and worthily recommend and easily and profitably sell.

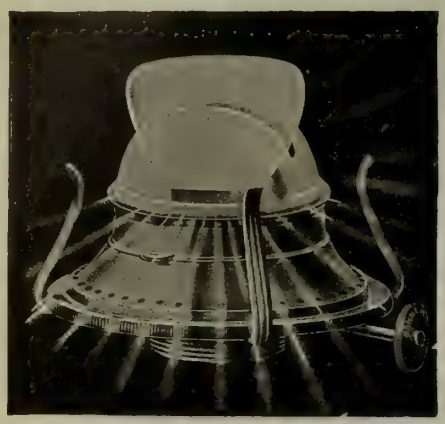
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Bright Buyers Buy "Bing" Burners



1/3 More Light
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The fundamental feature of "Bing" Burners is the Glass Cone, which does not obstruct the useful light.

The Cone, being in two pieces, allows for the expansion of glass when heated, and, being merely slipped into a brass band, is easily taken out to admit the new cone when necessary.

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Hamilton, - Ontario

THE BEST SELLERS IN CANADA

Because they are so handy—so easy to run—so hard to wear out. More

"FAVORITE" CHURNS

are sold in this country than any other make. Light but perfectly rigid angle-iron base, roller bearings; hand, foot or combination drive; axles BOLTED to the barrel, metal work aluminum painted OVER WHITE LEAD. These are some of the features that make this churn really the "Favorite." Eight sizes—to churn ½ to 30 gallons.

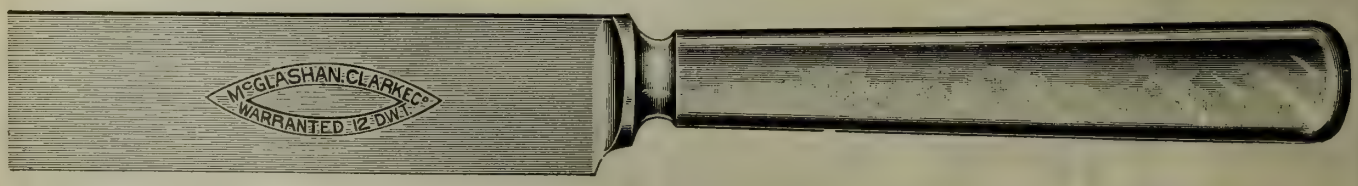


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DAVID MAXWELL & SONS, - ST. MARY'S, ONT.

A STRONG STEADY SELLING SPECIALTY

This knife, which is made for either dessert or table use, is manufactured from the finest English cutlery steel, 12 dwt. plate, hand burnished. The blade is swedged and the handle is of celluloid, oval, best grained and warranted secure. These knives are put up in neat rack boxes half a dozen to the box.



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AGENTS; J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert treet, Toronto, Ont.
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"AUTO" GLOBES
For Summer Homes

Have you demonstrated the advantage of this globe to your customers?

Every Dealer should have a few dozen "AUTO" GLOBES on hand.

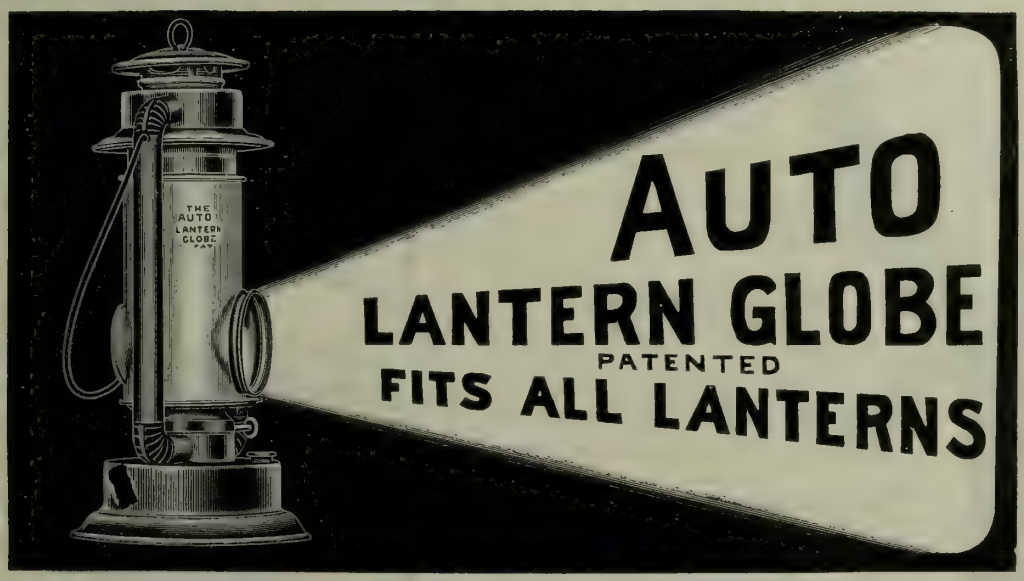
They are made of metal, with special "Auto Lens" and will not break—

Specially adapted for

MINERS, DRIVING, FARMS, MOTOR BOATS, FISHERMEN, STEAMBOATS, RAILWAYS and FIRE DEPARTMENTS—

Send for Descriptive Circular

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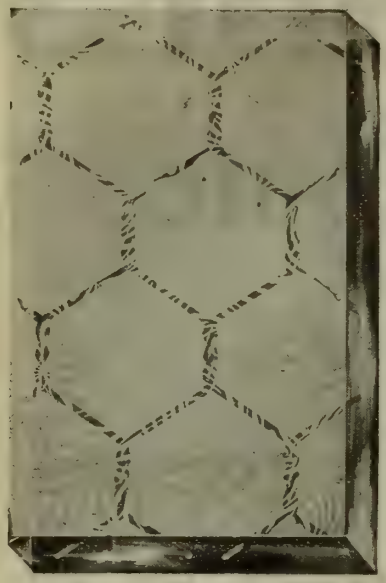
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The Schultz Manufacturing Co., Limited

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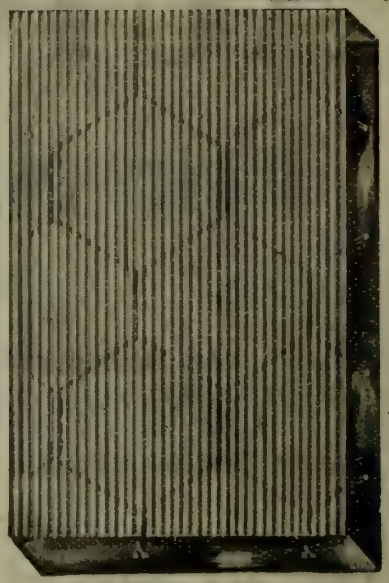
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A RELIABLE FIRE RETARDENT

Wire Glass is recommended by all prominent fire engineers and underwriters and is essentially necessary in order to obtain minimum insurance rates. We can supply Wire Glass in all its forms. **Rough, Ribbed, Maze, Muranese, Polished** and **Prismatic.** Insures safety because it stops fire, draft and smoke. TIME and actual service have demonstrated its value.

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THE HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses :

WINNIPEG **LONDON** **TORONTO**

Established 1802

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES. hat give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

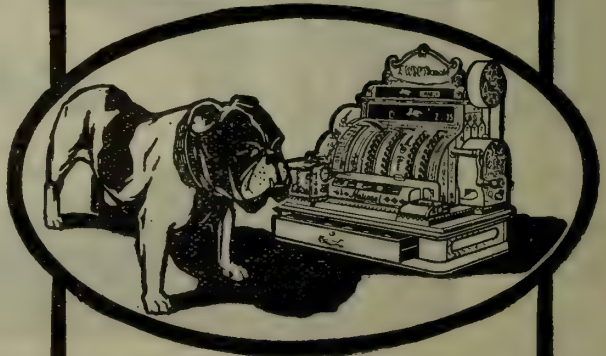
To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

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For F. JOYCE & CO., LONDON, ENG.

JUST YOU GET A NATIONAL CASH REGISTER



AND WHAT YOU HAVE YOU'LL HOLD!

NATIONAL CASH REGISTER CO. 285 Yonge St., TORONTO
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King of the Field, the best hand planter made. Triumph, the cheapest good planter. Step Ladders. Curtain Stretchers. Folding Ironing Boards. Folding Clothes Bars.

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THE "SPECIAL" SAW SET

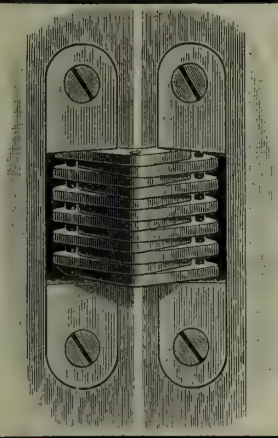


FULLY WARRANTED.

This saw set is used to set hand saws of all kinds, and can be used by an inexperienced person with as good results as by the most experienced mechanic.

Buy through your jobber and if he hasn't got them write us.

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BY THE

SOSS INVISIBLE HINGE

There is practically no limit for the use of these Hinges. With the use of a few tools, which are offered to the trade, the Soss Invisible can be accurately mounted with less care than an ordinary hinge. It is stronger than any other hinge of its size or weight. Used on book-cases, wardrobes, china cabinets, ladies' desks, lockers, pianos, etc.

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The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
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Note the Diamond

Diamond Brand Fittings

are used exclusively by the best and most expert

Gas and Steam Fitters

Are you selling them? If not, why?

OSHAWA STEAM & GAS FITTINGS CO., Limited
OSHAWA. - CANADA

RODGERS' Cutlery and Plate

NONE GENUINE unless bearing the TRADE MARK

James Hutton & Company
Montreal
Sole Agents for Canada

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

GLUES, GELATINES, SIZE, etc.

When in the market for these lines, send for our quotations.

Or, better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

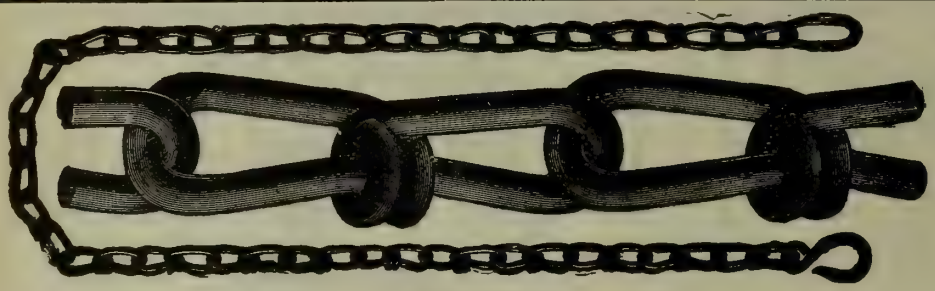


COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

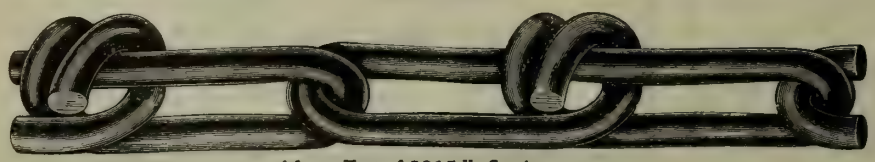
EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

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Before Testing



After a Test of 2315-lb. Strain

NEW PROCESS
Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

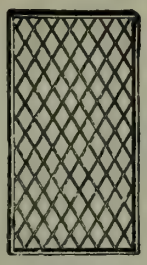
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START A STRUCTURAL STEEL CAMPAIGN

There are builders all about you who would use Structural Steel in preference to inferior building materials, if its points of superiority were once made plain to them. We know our Structural Steel merits the very strong endorsements it receives. Satisfy yourself of this fact then recommend the use of Structural Steel among your local building trade. We will quote you a price on Structural Steel which will mean a big profit on every order you secure. We stand behind you. Write for prices and information.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
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We make jail cells and gratings of every description.



Royal Metal Polishes

With spring and cleaning time here there is a good business in metal polishes for the up-to-date grocer.

There is greater profit in *Royal* Polishes than in any other. Cost you less—sell for the same price as other polishes and *a home product.*

Canada's Leading Metal Polish

Write for samples and prices.

Royal Polishes Company, Montreal

AGENTS:

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Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.



THE FENCE THAT LEADS

Any manufacturer can make this claim for his product. It is not so easy to demonstrate it. We are willing that customers should put our fence to the severest test. We know The

DILLON HINGE STAY FIELD FENCE

will not come out second best. The strain is at the hinges only. The strands are made of high carbon, hard spring wire, and will not sag.

Send for our Catalog

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

WIRE

We make all kinds of wire, for all purposes. Send your enquiries and orders our way and we will treat you right.

What about

Wood Screws and Bright Wire Goods

There will be a big demand for these lines pretty soon and the jobber who looks ahead will send in his specifications now, and get his orders filled promptly and complete.

BE SURE AND GET "DOMINION" GOODS

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We wish to assure Hardware Dealers, Clerks, Travellers or Manufacturers who use our "want ad." columns that by using a box number all information given us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser. Moreover, when requested to do so, we will forward replies in *plain envelope*, making it absolutely impossible for even your next door neighbor or fellow clerk to know anything about the advertisement you have inserted.

Rate for Condensed Ads.—2 cents per word first insertion. 1 cent per word subsequent insertion. 5 cents additional each insertion when Box Number is required. This covers cost of mailing replies to you.

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Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

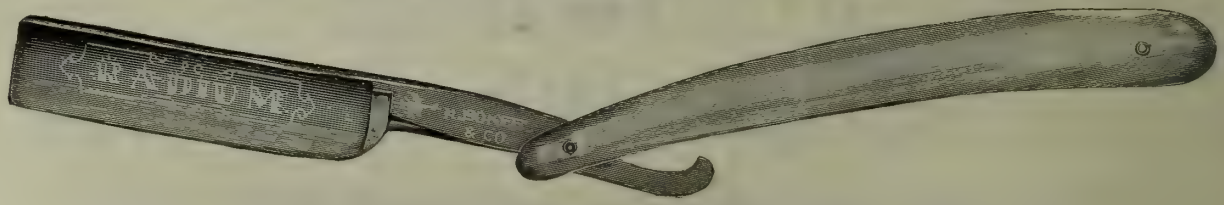
They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

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H. BOKER & CO.'S RAZORS



NONE GENUINE WITHOUT THE TRADE MARK TREE

LOOK FOR THIS TRADE MARK



IT IS ON ALL GENUINE BOKER'S RAZORS

Owing to the numerous piracies and imitations of H. Boker & Co.'s Razors, which are being offered to the Trade as Boker's make without the Tree, beware of such! Look for the Trade Mark Tree. Refuse all razors without the Tree as Boker's. It is your assurance—your customer's guarantee. For sale by all Leading Wholesale Hardware Houses.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE
Write for prices, catalogue and samples to

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THE FERD. DIECKMANN CO.

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Decoration Counts

a whole lot in children's toy wagons. A boy wants a wagon that makes a brave show. That's why you can sell more

BUSTER BROWN
Children's Express Wagons

than any other make. They are beautifully painted and striped, very strongly made and easy running. Made in several sizes at popular prices.



Ask for our quotations

The Woodstock Wagon & Mfg. Co., Ltd.

Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

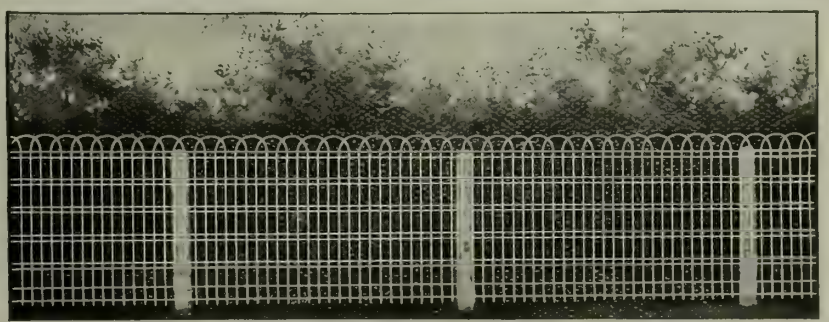
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ESCUTCHEON PINS,
SPECIAL WIRE NAILS.

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WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS.

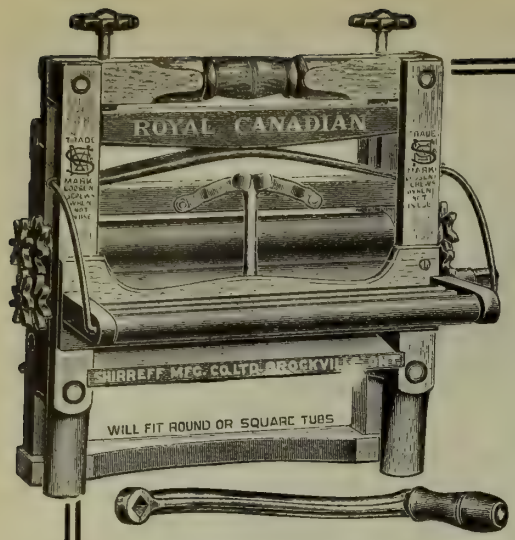


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Get the Best. Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.

THE PAGE WIRE FENCE CO., LIMITED Largest fence and gate manufacturers in Canada.

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in your town by recommending at all times and on every occasion possible

SHIRREFF'S DIVIDED WRINGER

The main feature to note is that it has a dividing bar in the centre and thus the rubbers wear evenly along their entire length. In the ordinary wringer they wear in the centre and soon become useless.

Send for our price list

THE SHIRREFF MANUFACTURING CO. Limited

Brockville, Ontario

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

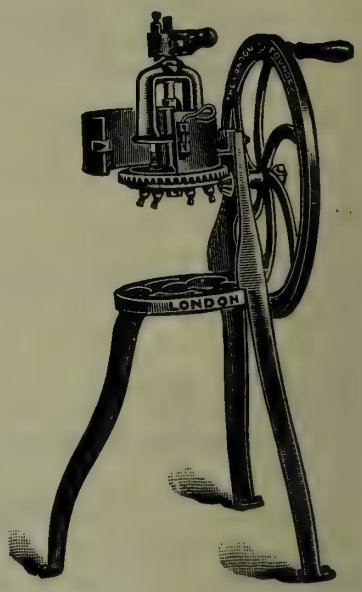
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Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

Send at once for catalogue and prices.

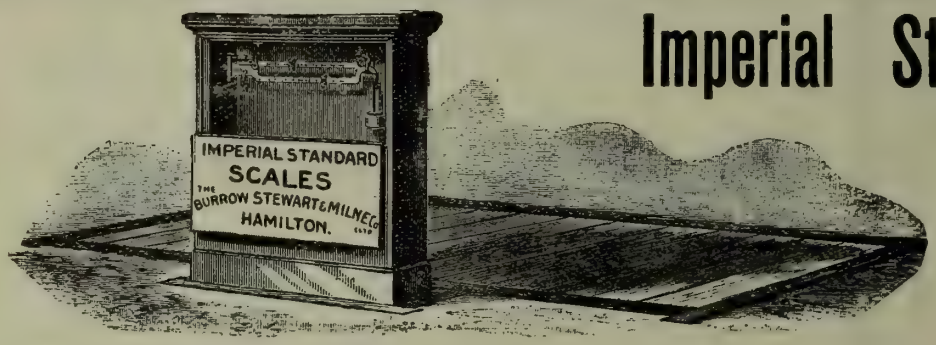


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THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

Imperial Standard Scales



Waggon Scales from 3 to 15 tons capacity of the very best pattern—strong and accurate.

Single Beam, Double Beam, Compound Beam.

Special prices on application to the manufacturers.

THE BURROW, STEWART & MILNE CO., Limited, HAMILTON, ONT.

Catalogue of 128 pages, showing scales for all purposes of all capacities for use in any business, sent to any dealer on application.

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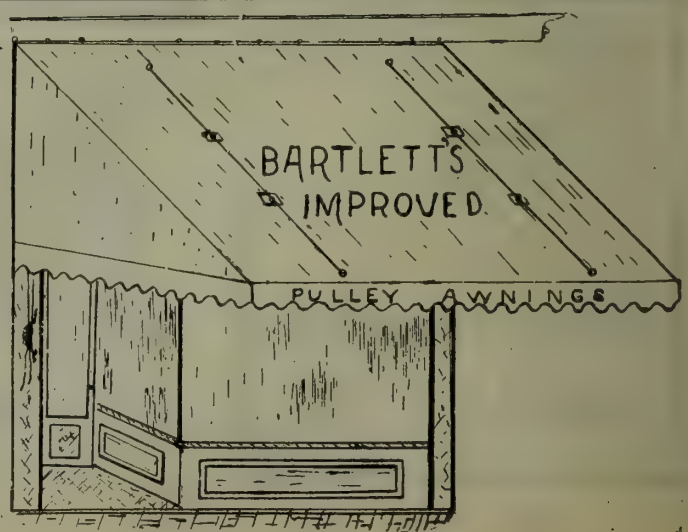
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runs twice as easy as the old style. No lodging of rope. No bundle of cloth. When pulled up all the cloth is flat against the building.

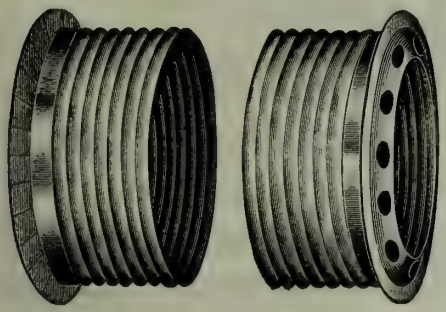
Low Cost.

Send Sizes for Estimate.

WM. BARTLETT & SON, 20 Adelaide St. West TORONTO



O.K.
Adjustable Thimbles



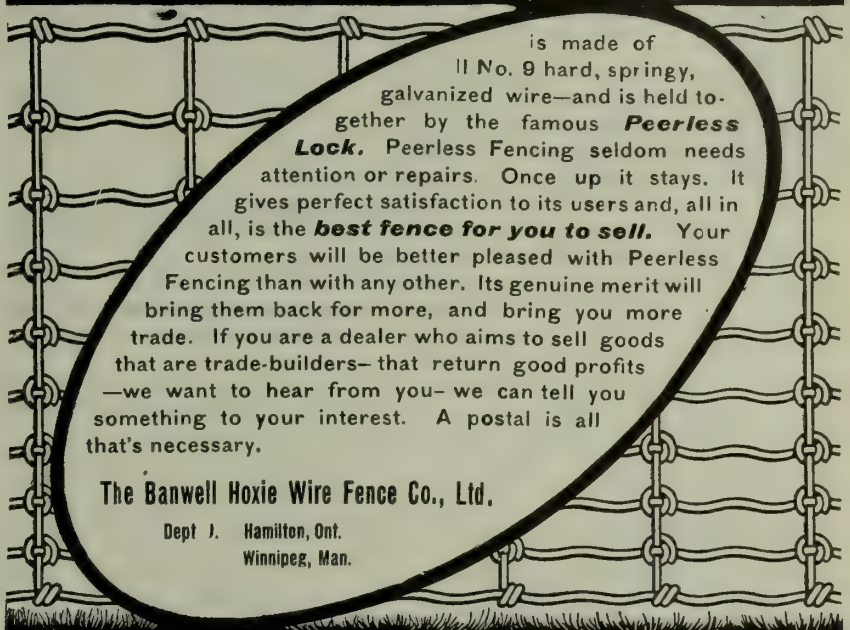
are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper.

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The Fence that saves Expense



is made of 11 No. 9 hard, springy, galvanized wire—and is held together by the famous ***Peerless Lock.*** Peerless Fencing seldom needs attention or repairs. Once up it stays. It gives perfect satisfaction to its users and, all in all, is the ***best fence for you to sell.*** Your customers will be better pleased with Peerless Fencing than with any other. Its genuine merit will bring them back for more, and bring you more trade. If you are a dealer who aims to sell goods that are trade-builders—that return good profits—we want to hear from you—we can tell you something to your interest. A postal is all that's necessary.

The Banwell Hoxie Wire Fence Co., Ltd.

Dept J. Hamilton, Ont.
Winnipeg, Man.

STRONGER
Than Stock-Weather and Wear

OILERS

Made of Heavy Steel, Copper Plated Spring Bottoms
Bent or Straight Spouts,
Drip Cup to catch Drip from End of Spout.

The outside perfectly resembles burnished copper, and the inside is also copper plated, to prevent rusting.
We supply these Oilers packed 1 dozen in a box, with spouts as per illustrations, but the spouts all have the same thread, and can be interchanged if desired.



No. 701
Capacity ½ pint

Supplied in either plain steel, coppered, or japanned and stencilled with your name and address.



No. 918
1 pt. size. Spout 9" long



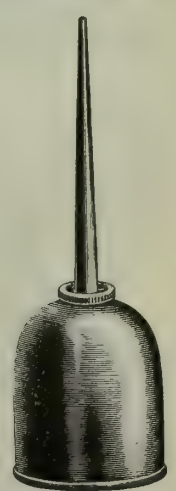
No. 918
1 pt. size. Spout 5½" long



No. 917
½ pt. size. Spout 5½" long



No. 916
¼ pt. size.
Spout 4" long.



No. 702 or No. 703
Capacity ½ pint

Made of medium heavy stock, coppered; and fitted with solid brass collar and filler cap, and drip cup.

No. 703 Oiler is the same style as No. 702, but is made of extra heavy stock.

E. T. WRIGHT & CO., HAMILTON, Canada



Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

LET US COLLECT

Your Overdue Accounts

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections; and we'll make your slow-paying customers hustle to pay up.

Send Them In To-day!

The Beardwood Agency

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NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



A Child Can Operate the "Rollston Easy" Pulley

It has many decided advantages over other and smaller clothes line pulleys. Its strong features are

LARGE WHEEL. STEEL YOKE. ADJUSTABLE GUARDS. SUSPENDING LINK.

In two years it has won wide recognition and a demand has been created for it in every quarter. Made in two finishes—galvanized and japanned—it is a sure seller and an article that you can successfully push.

Write for terms.

The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

A GOOD LINE TO SHOW



ALCOHOL GAS STOVES

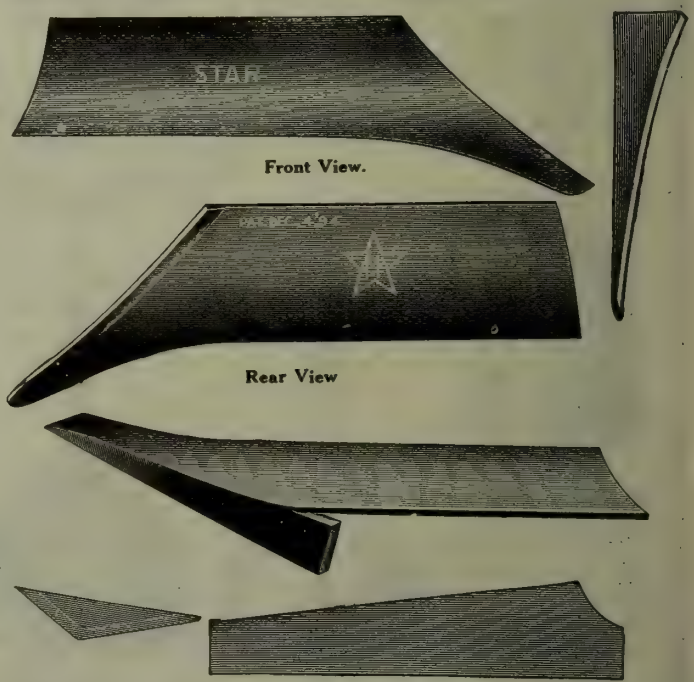
You probably live, Mr. Hardware Merchant, in a town where there is a good deal of camping and a good many outings and excursions. There is nothing more suitable for you to feature than these stoves, along with our chafing dishes and accessories. They make a combination hard to equal and for light housekeepers, roomers, etc., they are an indispensable requisite. Write to-day for our illustrated catalogue.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto.

Blacksmiths buy these goods of HARDWARE DEALERS in many cases, and most Hardware Stores carry them to accommodate such trade. The STAR PLOW SHAPE blanks are the kind, which by special pattern and shape, are most attractive to them. See your blacksmith customers, choose your JOBBER from



Front View.

Rear View

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Jas. Cowan & Co.. .....London, On .	Geo. D. Wood & Co.....Winnipeg, Man,
Wilkinson & Kompass ...Hamilton, Ont.	Marshall Wells Co .....Winnipeg, Man.
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Kindly send one of them an order.

STAR MFG. CO., Carpentersville, Ill., U.S.A.

DIRECTORY OF MANUFACTURERS

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THAT'S SUFFICIENT.



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NINE LIVES

X CELLS are the only Dry Cells which show NINE LIVES.

You'll make money in handling them. All standard sizes.

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FEED COOKERS.



FEED COOKERS

A good line to handle. Write us for full particulars and prices.

James & Reid, Perth, Ont.

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The Best Door Closer is
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

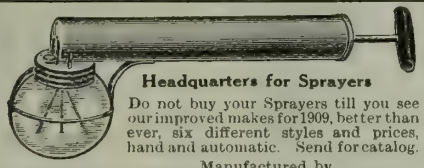
W. NEWMAN & SONS
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GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES



Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by
THE COLLINS MFG. CO., TORONTO.

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Cut shows the "Hubbard" Patent.

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Write us for prices.

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Are you interested in any of the lines that are advertised?

A postcard will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

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The PARMENTER BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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"QUEEN" LOOP SNAP

Strong  Durable

No. 900—Another addition to our line.

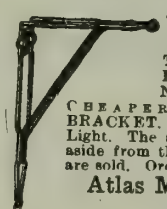
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STEEL TANKS.



Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.

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Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

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Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

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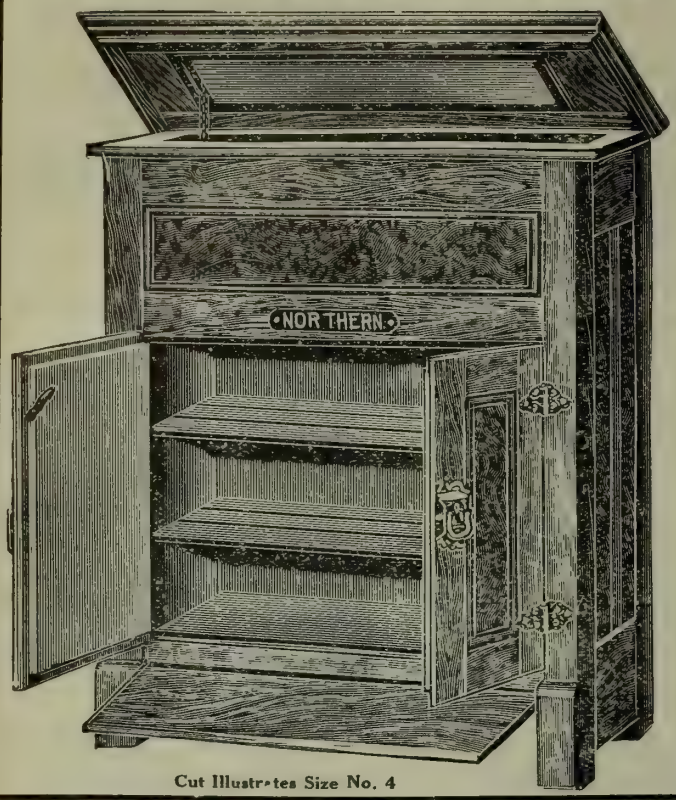
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CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

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The

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Hardwood. Antique Flow Finish. Swing Base. New Style. Zinc Lined Throughout. Air Space and Insulated with Paper and Wood. No Nails or Edges Showing. Patent Drip Valve. Hardwood Ice Rack. Improved Galvanized Iron Shelves. Raised Panels. Fancy Brass Locks and Hinges.

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THREE SIZES

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	Long	Deep	High	
Outside Dimensions ..... Inches.....	28	18	42	Single Door

Capacity of Ice Chamber, 40 lbs.

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Prices on Application

The Thos. Davidson Mfg. Co.

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A FULL LINE OF

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MAIL BOXES



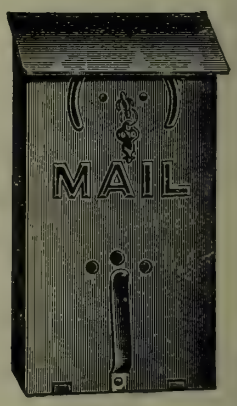
No. 1



No. 2



No. 3



No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

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MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

"Brantford" Crystal "Roofing"

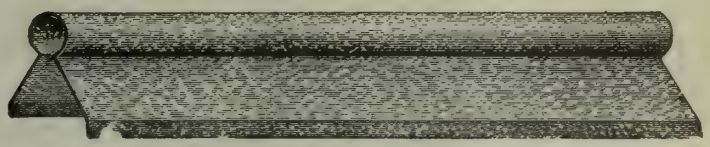
The NO-PAINT Roofing

There is a demand for a NO-PAINT roofing in every locality. The dealer who doesn't carry such a line will miss several big sales this season. Just send for a sample of Brantford CRYSTAL Roofing. Its time-and-weather-defying surface of Rock crystals requires no paint. An actual NO-PAINT roofing—not a make-believe. Made in heavy weight only.

Brantford Roofing Co., Limited
Brantford - Canada

Montreal Branch: 327 St. James St., Montreal, Que.

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It is made in 10 ft. lengths on improved automatic machinery, so that perfect uniformity is assured. This ridge requires no wood filler.

PRICE TO THE TRADE—3½C. PER LINEAL FOOT.

Send us your orders at once and specify the date of delivery required.

"WE WORK WITH THE TRADE."

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

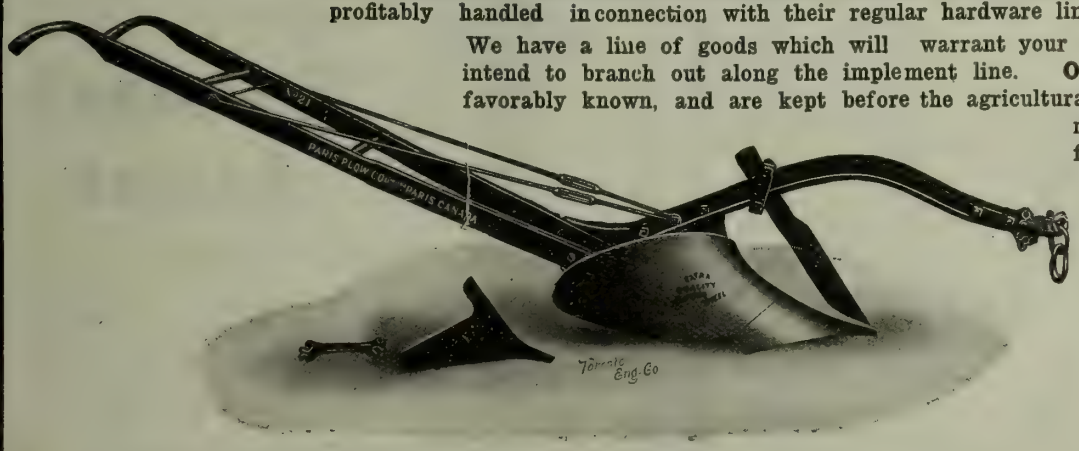
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are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



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We supply the following goods on consignment, freight prepaid:

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. Also supply at 6 months' dating: **"Leader" Scufflers**
Pulpers, Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men. We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

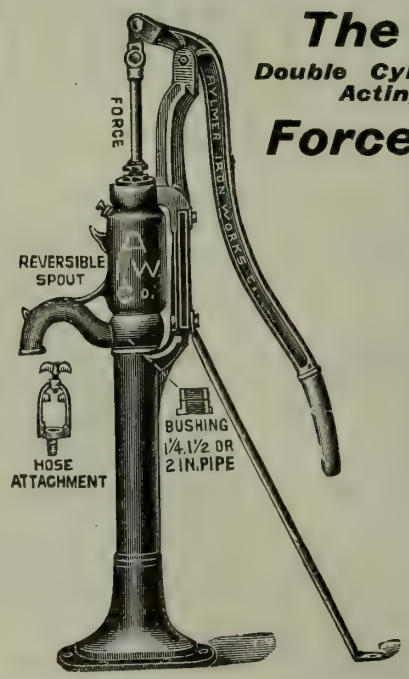
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Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
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The Aylmer

Double Cylinder, Double Acting Hand

Force Pump

Only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock. Write for Catalogue and prices.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



If there is one thing we like more than the other it is to explain just why

McDougall Pumps

are Standard Pumps the world over.

It is simple when done; as quality, first, last and all the time, with prices right, is a combination hard to beat.

Our Catalogue Explains

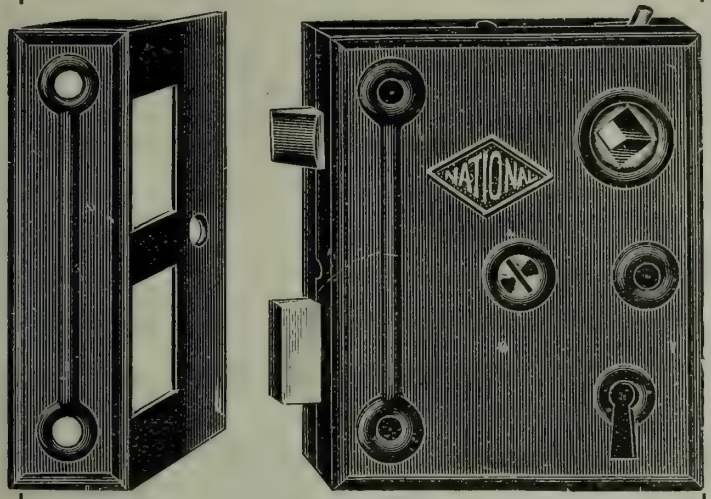
The R. McDOUGALL CO.

Galt, Canada LIMITED

THE ONLY

STEEL RIM LOCK

MADE IN CANADA



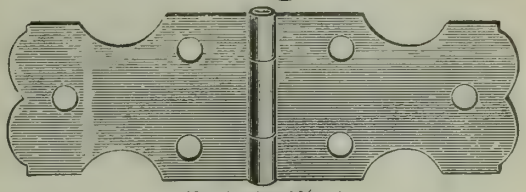
This lock is our No. 3800 and has proven a winner wherever shown. Builders everywhere regard it as a strong, practical lock that never fails to give entire satisfaction to the purchaser of a house. When you want the best value in Builders' Hardware

Ask your Jobber for the National Brand

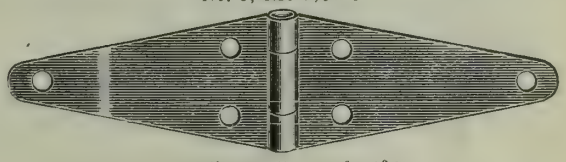
NATIONAL HARDWARE CO., LIMITED

ORILLIA ONTARIO CANADA

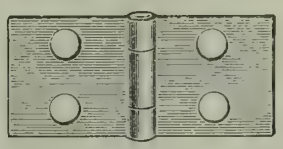
Trunk and Suit Case Hinges



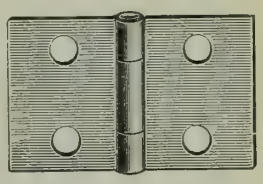
No. 3, size 1⅜ x 4



No. 4, "6 inch," size 5⅞ x 1⅞ in.



No. 1, size 1 x 2⅛ in.



No. 2, size 1¼ x 2⅜ in.

Our Catalogue shows others. Furnished in Plain Steel, Japanned or Plated. Prices are extremely low. Write us or ask Mr. Jobber about them.

Brass & Steel Goods, Ltd.

BELLEVILLE - - - - ONTARIO



The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

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Canadian Factory and Sales Office :

St. Catharines

Ontario

W&B

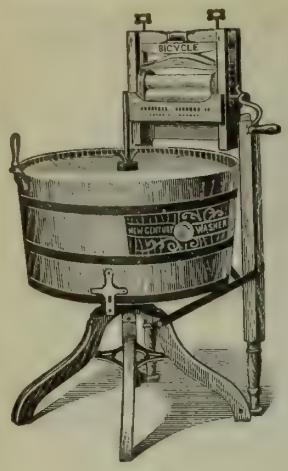
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TRADE MARK



A Quartette of Quick Sellers

That embody the latest improvements in Home, Laundry and Dairy Helps.

One Quality——————The Highest

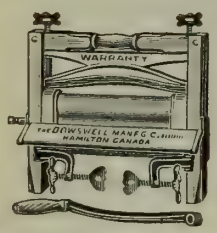
a feature of each machine.



You will always find the latest labor saving ideas cleverly expressed in the DOWSWELL Products, whether they are for the heavy work of large institutions or the usual Household.



LOOK FOR OUR LABEL—IT'S YOUR SURETY



THE Dowswell Mfg. Co., Ltd.

Hamilton

Agents: W. L. Haldimand & Son, Montreal.
Harry F. Moulden, Winnipeg.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



"They Always Work"

Selling Imitations and Substitutes

Is not done by

SUCCESSFUL HARDWAREMEN

It's selling the kind that always satisfies that brings in the business.

Take the PENBERTHY INJECTOR for Example

In selling it to your customer you feel absolutely sure that it is the most reliable injector made in the world.

THAT'S WORTH A WHOLE LOT, ISN'T IT?

INJECTOR Manufacturing is our business

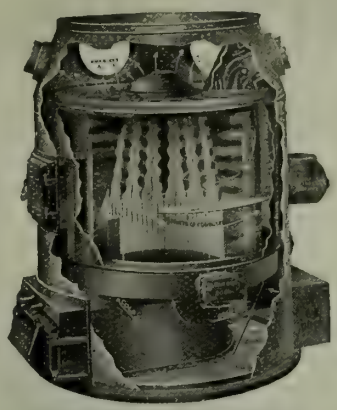
We've been at it for over 25 years and over half a million have been sold.

Sell the Real, Reliable PENBERTHY

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



THE KELSEY WARM AIR GENERATOR

Is There a Church or a School in your town with a Poor Heating System?

Are there many hotels, stores and houses in which the occupants are burning too much fuel, and in which the warming and ventilating could be improved? Of course there are!

This business is waiting for you to get after it. You make a double profit both on the apparatus and in the labor of installing it. Then, again, you have a Heating System to offer to the public that does not enter into competition with the ordinary furnace.

Write us regarding our exclusive agency proposition for the Kelsey Warm Air Generator.

THE JAS. SMART M'F'G. CO., Limited

WINNIPEG, MAN. BROCKVILLE, ONT.

A good profit to the dealer in handling our lines of

Tents, Awnings Tarpaulins, Sails Flags, etc.

WRITE FOR PRICES AND NEW CATALOGUE COMING OUT

Thos. Sonne, Sr.

193 Commissioners St., Montreal

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



OTTO BERNZ

13th St., Newark, N. J.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.

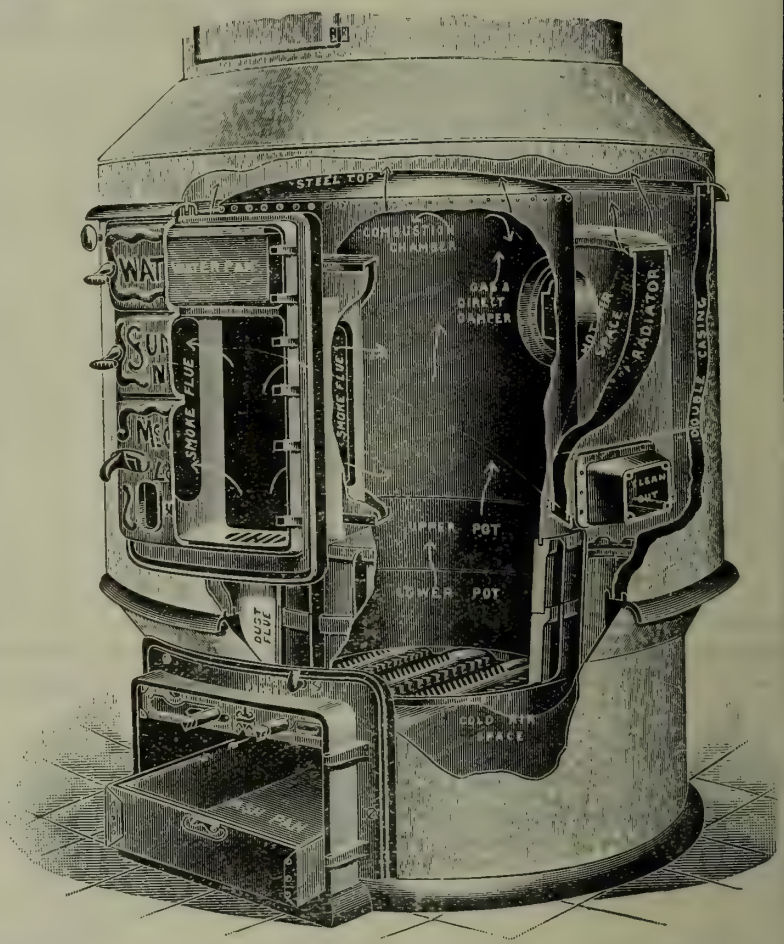
LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.

WHAT SUNSHINE FURNACE DOES

Superiority to other Furnaces, and the Hot Water Boiler



¶ SUNSHINE Furnace is designed and constructed to heat a house, church, school or store, and does this more satisfactorily than any other known furnace or other style of heating apparatus.

It does this better than other furnaces because, being made from exclusive patterns, it has more commendable features.

It does this more rapidly than the hot water boiler because, as soon as the fire is started in the Sunshine Furnace, heated air can be obtained for the rooms.

(With the boiler you have to wait until the water is heated before you get any steam, which means that from preliminary fuel you get nothing.)

It does this more securely than the boiler because there are no water pipes to burst when fire goes out or is mismanaged.

It does this more conveniently than the hot water boiler because it has no radiators to take up room, congregate dust and mar the paper and woodwork.

It does this more hygienically than the boiler because pure air is admitted to the house through cold air pipes.

It does this more economically than the boiler because even air circulation keeps fuel bill low.

And these are the reasons why it pays to put a little sales effort back of Sunshine Furnace

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

BE A GURNEY-OXFORD DEALER
And You'll be a Winner

A Few of the Chances that Appeal to the Wide-Awake Dealer.

¶ The chance to make **more sales** - because of the variety of lines offered.

¶ The chance to bring about **quicker sales**—because our interest in you don't cease when we ship your order.

¶ The chance to **become known** in your district—because of the publicity we offer you.

¶ The chance to **avoid worry** and **annoyance**—because we promise you prompt service.

Stop thinking about it—WRITE NOW for further particulars.

THE GURNEY FOUNDRY CO., LIMITED
TORONTO

HAMILTON MONTREAL WINNIPEG CALGARY EDMONTON VANCOUVER

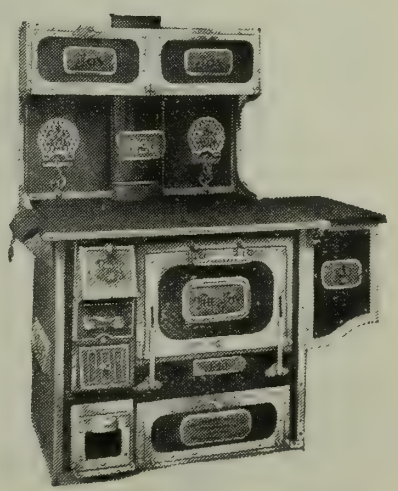
For Spring Stove Trade

There is no more useful, serviceable, quick-selling, satisfaction-giving and permanently pleasing article than the

Joy Malleable Iron Range

It comes in a variety of styles, and is designed to meet every customer's wants. Its strong points are that it will not break, warp or crack.

We have the following sizes in stock ready to ship from our Toronto, Winnipeg or Vancouver Warerooms:



No. 8, 18, Square and High Closet
No. 8, 18, Reservoir and High Closet
No. 9, 26, Square and High Closet
No. 9, 26, Reservoir and Closet

The CANADIAN HEATING & VENTILATING CO.
Owen Sound, Ontario LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.

DISSTON SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

THIS BRAND

ON SAWS AND TOOLS

will continue to be recognized in the future as in the past

SIXTY-EIGHT YEARS

as a guarantee of Highest Quality and Efficiency



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

In The First Issue In

M A Y

we will show a full page illustration of the latest design

C O W T I E

It will interest

Y O U

The PRICE is RIGHT with good margins for the dealer.

Oneida Community Ltd., Niagara Falls, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

ANYTHING
IN
STEEL
OR
WIRE



We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL

ENGINEERS' AND PLUMBERS' SUPPLIES
BRASS and IRON

STEAM GOODS

Brass & Iron Pipe and Fittings
Iron & Brass Valves and Cocks
Safety & Relief Valves
Reducing Pressure Valves
Expansion Joints
Steam Vacuum and Combination Gauges
Recording Pressure Gauges
Inspirators and Injectors
Lubricators and Oil Cups
Oil Pumps
Steam Whistles
Water Glass Mountings
Gauge Cocks
Air & Cylinder Cocks etc., etc.



THE JAS. MORRISON BRASS MFG. CO. LIMITED TORONTO, ONT.

If requiring anything in these lines, you make no mistake in selecting J.M.T. Goods.

Our products are universally known for their dependable quality, which is always kept up to the established high standard.

Prices may change, but J.M.T. quality remains the same.

TRADE MARK J.M.T

PLUMBING GOODS

Standard Compression Cocks of all kinds
Improved Cushion Compression Faucets —the kind that last
Fuller Cocks in large variety
Self Closing Bibb & Basin Cocks
Lavatory & Bath Room Brass Work
Gas & Water Cocks Hand-Ground
Largest variety of Corporation Service Brass Work
Thomson Patent Smoke Test Machine etc., etc.

IMPROVED AND PROVED

Is something new. It means that the most rigidly tested and inspected ammunition in the World is now *Made in Canada.* It means Cartridges and Shot Shells that are as *Quick,* as *Powerful* and as *Clean* as if loaded especially for an International Match. And to the Dealer it means

ONE LINE OF AMMUNITION ONLY

There will be no call for duty-paying ammunition.

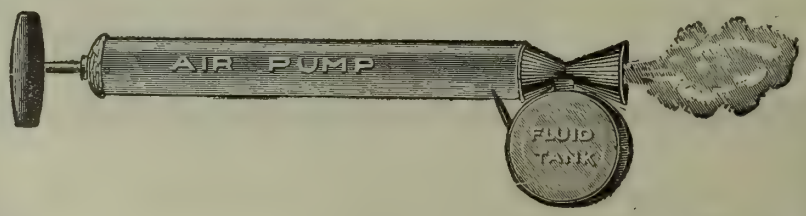
Dominion Improved and ***Proved*** has turned the tables. It costs less, because *Made in Canada,* shoots better, because *Improved* and *Proved,* and it is *Guaranteed Sure.* Made for all sizes and makes of guns. Catalog?

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

KEMP'S Deluge Sprayers

Unexcelled for Spraying Trees, Bushes, Plants, Potatoes, Vines, Interior of Henneries. Also Horses, Cattle and Swine for keeping off Flies and Lice.



The "DELUGE SPRAYER" throws a fine vapor spray, thus covering a wide surface, which is very important in the spraying of trees, etc.

At the same time it is a great economizer of liquid, and makes a small quantity go a long way.

PRICE ON APPLICATION.

Kemp Manufacturing Co., Toronto, Canada

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

Canadian Wholesale Hardware Association—William Starke, Montreal, president: A. Jeanotte Montreal; W. J. Lawson, S. R. Kennedy, Toronto J. G. Lewis, Montreal; A. Prudhomme, Montreal directors; James Hardy, Toronto, secretary-treasurer

Maritime Wholesale Hardware Association.—W. G. Robertson, Halifax, president and secretary; W. S. Fisher, St. John, vice-president; George C. Weldon, St. John; John A. McAvity, St. John; John M. Robertson, St. John, Percy Simmonds, Dartmouth, A. J. Grant, Halifax, executive.

Hardware and Metal Association of British Columbia.—John Boyd, Vancouver, president; J. A. Cunningham, New Westminster, vice-president; John Burns, Vancouver, secretary-treasurer.

Alberta Hardware Merchants' Association.—John Drewe, Calgary, president; R. L. Gaetz, Red Deer, first vice-president; J. Dowcett. Edmonton, second vice-president; L. W. Kribs, Frank; C. W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs, executive committee; A. T. Linton, Calgary, secretary-treasurer.

British Columbia Hardware Dealers' Association.—Charles Snell, Vancouver, president; T. Stearman, Vancouver, vice-president; Messrs. Lusby and Blakely, New Westminster, and Henderson, Vancouver, executive committee; Wm. J. Butt, Vancouver, secretary-treasurer.

Ontario Retail Hardware and Stove Dealers' Association.—D. Brocklebank, Arthur, president; A. Ballantyne, Brantford, first vice-president; M. S. Madole, Napanee, second vice-president; John Caslor, Toronto, treasurer; J. Walton Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Belleville; H. P. Morgan, Peterboro; J. S. Weichel, Elmira, and J. R. Hamb'y, Barrie, executive committee; Weston Wrigley, 10 Front St. East, Toronto, secretary.

WINNIPEG ASSOCIATION RE-ORGANIZED.

The retail hardware merchants met on the evening of March 23 to complete the preliminary affairs of their recent organization. On account of the absence of J. E. Thomas, the past chairman, who has retired from the hardware business, Charles Mulvey was appointed the permanent chairman of the association. The committee appointed at the previous meeting to bring in nominations for a permanent secretary, reported their choice of J. E. McRobie. The association at once unanimously ratified the recommendation and handed over the books to Mr. McRobie. Nothing of great importance was discussed at this meeting; it was decided, however, to watch the proceedings of the House of Commons regarding their action toward amending the fire-arms act, which was referred to in a recent issue. The interest and enthusiasm in the organization is greatly gratifying. Mr. McRobie says that with the exception of one or two, every hardware merchant in the city has become a member of the association. And it is expected that all will be members before next meeting. The mutual feeling that exists among all the members, and the desire to better the trade in every respect possible is an assurance that the local organization will be a decided success. The retailers are anxious to eliminate the wholesaler from indiscriminately selling to the jobbing trade. The wholesaler does not desire to do retailing to any great extent, but the fact that he occasionally sells to a contractor is annoying to the retail trade, since by doing so he disturbs prices rigidly adhered to by the retail houses. There is no doubt that the retailers and wholesalers will come to a definite understanding in this regard, but only by a mutual organization on the part of each can any such understanding be arrived at.

Mr. McRobie spoke very kindly of Hardware and Metal and expects it to be the medium of expression of the association.

HOW NOT TO DO IT.

For an example of how not to run a retail association Winnipeg should be visited and the Retail Merchants' Association of Western Canada, selected for study. The recent arrest of Secretary Coulson may not result in his conviction, but it has at least disclosed a bad state of affairs, where the secretary has evidently been in complete charge of the funds and capable of doing absolutely as he pleased.

For instance, he is said to have conducted a "pure food show" and saddled $2,200 expenses on the association. An Ottawa Old Boys' entertainment was charged to the organization and an official paper established at the expense of the association and then sold for $500. No bank account was kept and the books are in such state that it is impossible to find out where the association is at. Then a mutual fire insurance company was formed and instead of waiting for the Government to grant a charter policies to the extent of $70,000 were taken, they being absolutely worthless. For all this, and much more, the secretary was paid a fat salary and a 50 per cent. commission as organizer. Now the association is out on bail, the organization is in the receiver's hands and an effort is being made to reorganize either as a distinct body or as a branch of the Retail Merchants' Association, of which Mr. Trowern is secretary.

Truly the grocers, drygoodsmen and other merchants in Western Canada have been easy marks to allow these things to go on. And certainly the incident (backed up by the information that Mr. Trowern's association is badly in the hole, with no financial statement available at the Galt convention, with the druggists' section at war with the general merchants), proves the advisability of organizing single line associations on the same plan as the splendid retail hardware associations in the States across the border.

Contrast the above picture of the Retail Merchants' Association with the Retail Hardware Association in Ontario. Here the secretary is paid no salary or commission, a small honorarium being voted at each convention. Proper books are kept and an audit published annually. The hardware exhibits at the Hamilton convention netted a profit of over $300 to the association and the balance in hand now is about $550 after three years in existence. And instead of adopting any half scheme about mutual fire insurance the officers are content to wait until they can get a satisfactory law through the Legislature.

And that the Western Retail Hardware Association now being reorganized at Winnipeg bears no odium resulting from the Retail Merchants' Association doings, is evident by the selection of the former secretary, J. E. McRobie, for the same position in the new organization.

All this is interesting, as it shows how the two plans of organization work out. As a distinct one line association the officers and members, in addition to all other advantages, can always tell where they are at financially. The mix-up in the Retail Merchants' Association at Winnipeg does not provide any argument against the Retail Hardware Associations. It is, instead, a boost for them.

ADVANTAGES OF ASSOCIATION MEMBERSHIP.

There was a time when individual effort was a power to be reckoned with, but that is a thing of the past. To-day combinations of capital and labor hold absolute rule. Monopolies may be wrong in principle, they may be unconstitutional and illegal, but they exist and there is every indication that they will continue to exist for some time. This being the case, merchants who must buy of manufacturers and employ labor cannot expect to attain a marked degree of continued success unless they, too, combine; not necessarily to seek or invite conflict, but to be in a position to protect their interests when such are unjustly assailed.

Topics discussed during the sessions of the annual convention are of vital interest to every merchant, and these discussions enable him to profit by actual experience of others. Furthermore, the meetings make it possible for members to meet prosperous men who have made more than ordinary success in the hardware business and who are not only willing but glad to impart the secrets of their success.

Sporting Goods a Good Line to Push

Seasonable Now That Spring Has Arrived—Window Can be Used to Good Advantage—Fishing Tackle and Baseball Goods in Demand—Bicycles Again in Public Favor.

With the unmistakable signs of the break-up of the winter, the hardwareman should make certain that his sporting goods department is in the best of shape. All the new stock should be in by now, or at least not more than a week or so later. The sporting enthusiast is always in a desperate hurry when the sun first calls, and it is well to be ready for him or he will go elsewhere. Anticipate the demand by a good window display. This not only tends to hasten the trade, but to induce many a man to reconsider his decision not to get anything new this season. A sportsman likes the best on the market, and although the article he used last year may be in good shape if his eye catches something that appears better, the dealer obtains an extra customer. Here lies the great value of a good window display at the right moment. Once last year's article is used then the desire to change is not so acute.

To make the most of his sporting goods department, the dealer should not only use his windows frequently, but he should display his lines prominently in the store. Group the stock together, so that there need be no running about the store in case a customer wants a complete outfit of anything, and locate the department near the entrance so that the goods cannot fail to be seen. Above all, let them be neatly arranged, and free from dust. Sportsmen like looking over the stock, and to show them dust-marked fishing rods, or smeared boxes containing baseballs is to give them an impression that they are looking at old stock. It is essential that the goods should be constantly overhauled. Fishing rods that will not join together easily, and guns that will not work readily spoil a sale at once. Let everything be spick and span. Although the dealer may not be a fisherman himself, let him so handle this line that the customer is not aware of the fact. If the customer thinks that the dealer is as enthusiastic as himself over the sport, and can cast a line just as well as he can, if not better, and can talk of the catching of even bigger sized fish then the sale is more than half made.

The dealer should pay attention to his fishing tackle first, for it is the fisherman who starts the season. Get after the fishing clubs, and invite the members to come in and look at the stock. Get after the unattached man by judicious advertising and good window displays. Make the latter interesting and, if possible, novel. One very good design, requiring some preparation, although it is well worth the effort, is that of a fisherman in despair over a broken line, while the trout is seen, or imagined, careering off with the other end of the line in its mouth. The text that such mishaps never happen to the dealer's lines rounds off the situation. Another and more commonplace scene, is that of a fisherman indulging in his sport amid realistic surroundings, but without the moral of the first design, can be easily arranged. Forest can be depicted by a generous arrangement of artificial leaves, grass, and moss. In the rear portion of the window show a fisherman casting his line into a stained looking-glass lake. The lake can be made of a strip of looking-glass soaped over in places. This is a natural and refreshing scene, and is sure to attract considerable attention. The great value of sporting goods, so far as window displays are concerned, is that they so readily lend themselves to effect. A merchant with a little ingenuity can evolve many effective designs at little cost.

Displaying Fishing Tackle.

Fishing rods, to be properly shown, says an exchange, have to be jointed together. Except in the very cheap grades it seldom happens that a sale can be made without the rod being shown in this way. A customer will wish to see just how it balances and hangs. The more easily a rod can be shown the more sales will be made, and the customer better suited. If the clerk has to go down in a box under the counter, or even joint the rod together, he will be slow in showing fishing rods. Therefore the best way to show fish rods is to have them either on a rack or stand (jointed up) or on one of the counters or tables in the middle of the store. In this, twenty-five or thirty different rods can be shown, with the number and price marked on each rod. If not possible to show in this way, a sample of all styles and prices of rods can be carried in stock; those paying the best margin of profit should be selected. It will not be found advisable to show cheap steel rods or the low-priced split bamboo rods. These two classes of rods are sold close and sell all too easily, and can often be sold without being put together.

When a sale is made, the sample shown should be the one to be delivered to the customer. This rule should be followed in the case of reels, then there will be no accumulation of shop-worn stock. Reels should be arranged in the case according to the price and the number, and the price as well as size marked on the tag on each reel. The tag should be taken from the reel when sold, and another reel from the stock immediately put in its place.

After his fishing displays the merchant can take in the later lines, such as baseball, tennis, canoeing outfits, yachting supplies, bicycles, and automobile accessories. But over and above window displays, newspaper advertising, circulars, etc., get out after the trade personally. Interest yourself in the affairs of the sporting community. Be ready to help forward any movement to organize a club if possible offer the organizers the use of a room, stimulate to the best of your ability the sporting enthusiasm of the community, and not only will you be thought better of, as a member of your community, but you are sowing seed for the benefit of the store.

If a merchant has a small annex to his store it would be well to consider the advisability of running a repair shop, especially if he intends to work up his bicycle trade. Not only in this connection could the expenses of a mechanic be easily carried, but an intelligent workman could undertake the repairs that are always wanted in other sporting lines, and be especially useful if an automobile breaks down at a near point. Even if only the overhead expenses of a repair shop are met, the advertising advantages to the merchant can be reckoned as being sufficient profit.

MAXIM'S NOISELESS GUN.

"The smoke of battle" and the "rattle of musketry" will soon become history. We have had smokeless powder for several years and now it is the noiseless gun. Hiram Percy Maxim, who has given to the world some of its most important implements of defense, is the discoverer of a gun silencer.

At a trial made in New York City recently the new gun silencer was a complete success. The rattle of musketry, instead of sounding like battle, resembled the popping of a great many champagne corks.

The guns which Mr. Maxim used in his demonstration ranged from the little 22 repeating Winchester to the new 30-30 Springfield army rifle and included the high power Mausers and Mannlichers which the European armies use.

The gun silencer is a little black tube which screws onto the muzzle of the gun and has about twice the diameter of the

barrel. The size and weight vary according to the caliber and power of the weapon. The weight varies from six to nine ounces.

The theory upon which the silencer works, Mr. Maxim described as being identical with that of the negative turbine. The powder gases, as soon as they enter the silencer from the barrel of the gun, meet the spiral chambers in the interior of the tube and are set whirling very rapidly. The tendency of whirling bodies is to fly out from the centre, and inasmuch as the only means of exit from the silencer is near the centre of its further extremity, the gases are unable to escape until they have slowed down.

The expulsion of the gas is therefore at a very much reduced velocity as compared with its speed under the normal conditions of gunfire and the shock to the atmosphere and the consequent shock to the eardrum are relatively less.

The course of the bullet lies along a line somewhat above the centre of the tube and the noise which the bullet makes in cleaving the atmosphere is the only sound, except that of the bullet striking against its target.

If the target is at a great distance the only sound is that of the shrill ping as it passes through the air. Thus the invention complements the utilization of smokeless powder in that it makes the invisible discharge inaudible also.

SPORTING GOODS MAN RESIGNS.

H. W. Algie, for the past couple of years manager of the sporting goods department of the Miller-Morse Hardware Company, Winnipeg, has resigned to accept a similar position with Lewis Bros., Montreal.

FIREARMS BILL WITHDRAWN.

The following is the text of Bill 204 introduced in the Ontario Legislature by W. D. McPherson, Toronto, and withdrawn on April 1 after it had been opposed by Geo. C. Wilson, M.P.P., Dundas, Hon. Frank Cochrane, Sudbury, both retail hardwaremen, and R. R. Gamey, Manitoulin, formerly in the hardware business:

An 18-Year Age Limit.

1. No pawnbroker, or second-hand dealer, licensed or unlicensed, shall receive in pledge, or in any way advance any money upon, the security of any gun, revolver, pistol or other fire-arms, or any air-gun, or any ammunition, or display or advertise for sale or disposition, in any way, any gun, revolver pistol or other fire-arm, or air-guns, or any ammunition.

2. No person, firm or corporation, shall sell, or otherwise dispose of, any gun, revolver, pistol, or other fire-arm or air-gun, or any ammunition, to any person under the age of 18 years.

3. "Ammunition" shall include cartridges, bullets, shot, gunpowder, nitroglycerine, dynamite, gun-cotton, and every other explosive substance whether filled for use or otherwise.

Record of Sales.

4. No person, firm or corporation, shall sell or otherwise dispose of any gun, revolver, pistol or other fire-arm or air-gun unless on the sale or disposition of any such article, the person actually selling or disposing of the same shall, before delivery, make an entry in writing in a book to be kept for that purpose (which book shall, at all reasonable times, be open for inspection, upon request, free of charge, by any peace officer) with a true and correct statement of the date of the sale or disposition, the name and address of the purchaser or person receiving the said article, and the name and description, with such letters, figures or marks on the article sold or disposed of, sufficient to identify the same afterwards, to which entry the signature of the purchaser or person receiving the said article shall be affixed; provided that if the person selling or disposing of any such article is not a dealer in such articles with an established place of business for traffic therein, then instead of the entry in reference to the sale or disposition of such article being made in a book, as above provided, such entry shall be in the form of a receipt which shall contain the same information as if entered in a book as aforesaid and such receipt shall be deposited by the person, firm or corporation so selling or disposing of the said article with the clerk of the municipality, in which such article is sold or disposed of within one week from the date of sale or disposition of such article, and such receipt shall, at all reasonable times, be open for inspection, upon request, free of charge, by any peace officer and shall be filed and thereafter carefully preserved, as a municipal record, by such clerk.

Penalties.

5. Any person transgressing any provision of this Act, or whose clerk or agent transgresses any provision of this Act, shall, for the first offence, incur a penalty of $20 and costs of prosecution, and for each offence committed subsequent to such conviction, a penalty of $50 and costs of prosecution, to be recovered in a summary manner, before one or more Justices of the Peace, or a Police Magistrate, under the Ontario Summary Convictions Act, on the oath of one or more credible witnesses, one moiety to belong to the prosecutor, and the other to be paid to the Treasurer of the Municipality, in which the offence is committed.

6. In any prosecution for an alleged transgression of any provision of this Act, the burden of proving that the provision or provisions of this Act, alleged to have been transgressed, has or have been complied with, shall be upon the person, firm or corporation so charged.

7. Unless otherwise provided by order of the Lieutenant-Governor in Council, this Act shall come into effect on the first day of July, 1909.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Bee Supplies.—McKellop & Ferguson, West Lorne, ask where they can obtain bee supplies.

H. A. Morgan, London, and J. A. Simmers, Toronto, are dealers in this line of supplies.—Editor.

Victor Churn.—Macnab Bros., Orillia, ask the name of manufacturers of the "Victor" churn, made at one time by the Hamilton Industrial Co.

The Creamery Package Co., Chicago, Ill., are now makers of the "Victor" churn.—Editor.

Lawn Fence.—C. G. McKeen, Springvale, asks for the names of manufacturers of lawn fence.

Canada Foundry Co., Toronto, and the Dennis Wire & Iron Co., London.—Editor.

Willett Washing Machine.—A. J. Walker & Son, Truro, N.S., want to know who makes the Willett Washing Machine. "We have looked for their ad. in Hardware and Metal but have failed to find it there," they write.

Enquiry fails to locate the address of the maker of this article. Can any reader supply the information?—Editor.

Engravings for Ads.—J. E. York & Co., Waterford, Ont., ask where small cuts similar to those used in mail order ads. and catalogues can be secured.

From the Iron Age, 14-16 Park Place, New York, and the National Retail Hardware Bulletin, Argos, Indiana.—Editor.

NEW METAL COMPANY.

The Hoyt Metal Co. St. Louis, Mo., has opened a Canadian branch to look after its trade in this country and has established a small plant containing six kettles on the Don Esplanade, Toronto, where are manufactured babbit metal, stereotypers' metal and solder. If the product meets with favor and the trade proves worth while it is likely a large plant will be built in Ontario within two years' time, wherein will be manufactured a great many white metal lines, especially pipe, bends, sheet lead and white lead and perhaps a shot tower will be added.

G. F. Allen, chemist and metallurgist of the company, who was, until last December, superintendent of the Hoyt Metal Co.'s plant at Granite City, Mo., is in charge of the Toronto plant.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WRITE YOUR LOCAL M. P.

Active opposition is being taken by jobbers and retailers against the proposal to so amend the Criminal Code that no person in Canada will be able to purchase a revolver unless he leaves with the vendor a permit in writing from the chief of police, a police magistrate, or a justice of the peace, allowing him to purchase a weapon. Members of Parliament are being actively petitioned, and no doubt when the bill comes before the House of Commons it will be strongly opposed.

As pointed out, apart from the point that merchants would stand to lose considerable revenue from the restriction of the sale of firearms, the amendment affects only the peaceful citizen who carries a weapon to defend his life and property against thugs because the police are not able to do it for him. The good citizen will hesitate to go through the embarrassing red tape and public explanations necessary to secure a weapon, while thugs can always get weapons from the States or by other shady methods known to them.

One jobbing house in its petition against the bill, says: "If such a bill passed, and its provisions were carried out, we would suffer from an influx of thugs from the United States and elsewhere, who would pursue their vocations without fear. Our large cities would soon become the nests of thieves and other criminals who would come, as soon as they knew that our citizens could not procure means of protection without going through the red tape appeals to the chief of police, which they would hesitate to do. Our experience has been that only a small percentage of revolvers sold pass into the hands of criminals, but that the great majority are purchased by law-abiding citizens for self-protection.

"Opposition to this bill does not come so much from the firearm dealers as from the people at large, who maintain that if this bill becomes law it would have no other result than to keep the man who should have a revolver from securing one without embarrassing preliminaries. Such a law would defeat the very ends it seeks to bring about, as the law-abiding citizen leaves his weapon at home, and only the criminal class carry theirs about with them. Then the police force in many of our communities is inadequate, while in many districts there are no police at all.

"This bill seems to have been brought forward without considering the conditions that would prevail if it became law, and we are strongly convinced that no restrictions whatever should be placed on the sale of firearms."

METAL ROOFS SAVE LOSS.

Hardwaremen who handle metal roofing, by emphasing the advantages of metal as a protection from fire, should increase their business. When a fire occurs investigate the circumstances and wherever an argument for metal roofing can be found use it in advertising in the local columns of the town paper.

The following letter from a firm whose store was burned last December is of interest in this connection :

"The fire which destroyed our stock of goods and almost the entire building on the morning of December 24, 1908, in our opinion would not have been anything like as severe had it not been for the tar and gravel roof. There was scarcely anything in the building of an inflammable nature, but owing to the inflammable character of the roof, which seemed to burn fiercely and without cessation, it necessitated by the fire department a perfect deluge of water for hours and hours in their efforts to put the fire out. The result of this was that while there was possibly not more than 25 per cent. of the stock damaged by fire or smoke, the remaining 75 per cent. was made a lob-lolly of by the drenching it received from the immense amount of water that it necessitated to be poured into the building. You can get some idea of this from the fact that the cellar, probably 40 ft. wide and 100 ft. long, had 5 ft. of water in it as a result of the drenching of the downpour of water which went into the building. This, in our judgment, could not possibly have occurred had there been a metal roof on the building. This fact is so apparent that we are simply amazed that the influence of the fire department and insurance companies will continue to tolerate such a class of roofing, and it is an unblushing menace to any community where such buildings exist."

HARDWARE IN GOW GANDA.

A profitable field for the wholesale hardwareman during the past winter was the Gow Ganda mining district in Northern Ontario, almost immediately west of the Cobalt region. That country was opened up scarcely five months ago, and to-day is more talked of, perhaps, than any other section of Ontario, and possibly of Canada. During the past few weeks, and more particularly since the beginning of March immense quantities of merchandise has been freighted into that district.

Hardware jobbers in Toronto and Montreal state the business done there this year has been little short of marvellous. The goods had to be rushed in, as being a new country there is no railway, nor even a decent roadway into the district, the freight having to be taken in by sleighs from the nearest railway point. While the snow lasts, of course, all will be well, but the railways recently issued a warning to shippers that no more freight can be guaranteed to be safely laid down in Gow Ganda.

To show what an enormous trade is being done it is but necessary to state that 600 teams from Charlton and 200 teams from Sellwood were on the way to Gow Ganda with freight on one day last week. This is on the authority of the president of Gow Ganda's Board of Trade, and when such a man makes such a statement it is easy to believe that hardware went into the district by the carload from both Montreal and Toronto.

This Gow Ganda movement, too, was the inauguration of the general revival of trade which has set in with the opening of spring.

CUSTOMERS APPRECIATE POLITENESS.

Do hardwaremen generally realize the part that store politeness plays in the success of a business. How often is the remark heard, "I do not understand how so-and-so commands the trade he does. I have a better stock, have more attractive window displays, and my

prices are the same, if not better, and yet I do not draw so well. What is the reason?" Well, the reason probably is that the other man has grasped the value of politeness.

How often is a customer in a store chilled by the lack of courtesy he or she receives. The clerks make no effort to serve promptly, the order is looked upon as a bother, while the customer is made to feel that the obligation is on the part of the merchant and not on the part of the buyer. There is no feeling of friendliness shown, no attempt to encourage a further visit, and the customer goes away with the feeling that on no consideration will he or she enter that store again.

But with the merchant who has realized the value of store politeness the experience of the customer is totally different. The clerks serve as if it is a pleasure to do so, no matter how small the order, and no trouble is spared to satisfy every requirement. In fact the "so pleased to see you" atmosphere pervading the place delights the customers, and makes them feel a friendly interest in the store that means dollars and cents to the merchant.

INTELLIGENT SALESMANSHIP NEEDED.

The successful selling of paint depends very much upon the intelligent understanding of the product and its uses. It is true that the same mixture can be used on house, barn, porch, floors, lawn furniture, exteriors and interiors; but the man who knows can easily prove to the buyer that a house paint is not economical on rough barn surfaces, and vice versa. A porch floor paint must be hard and solid enough to stand the pounding and wear of walking over and not show marks and scratches; certain colors and ingredients are especially adapted for the place. Furniture must have the finest gloss, dry perfectly hard, and should be made of special, expensive materials.

All along down the line there is a chance for the intelligent paint salesman to build trade on paint specialties which pay a good profit. Then there are brushes, varnishes, fillers, putty, etc. The selling of paint calls for a stock of extension and step ladders, paint burners, putty knives, graining tools, and other articles of like character. It is closely allied to the handling of glass and all sorts of building material. It naturally drifts toward the hardware store, and it should remain there.

Opinions About the Spring Number

Some Flattering Letters Received in Addition to Those Published in Hardware and Metal Last Week.

"Our full page ad in your Spring number met with our expectations and we are entirely satisfied with all that you have done for us. You state that you would appreciate a letter from us giving our opinion of the Special Number and stating frankly any improvements which we think could be made next year. We have this to say about your publication, that we have no criticism to make whatever. The annual Spring Number is certainly a crackerjack and if other hardware merchants in Canada cannot get some good information from this publication it will be because they are already wiser than Solomon. We find a great deal in it which interests us and we are so well pleased with the advertisement that we have decided to advertise in no other publication in Canada."—Canadian Logging Tool Company, Limited, Sault Ste. Marie.

* * *

"We believe that we are one of the oldest advertisers in the Paint Section of your most valuable paper, Hardware and Metal, and we have watched the growth of your paper year after year, especially the improvement in your Spring Number. This year we think you have surpassed all your other efforts, and we cannot let this occasion pass without extending to you our most hearty congratulations. We are greatly pleased at the manner in which our ad appearing on the back cover, was set up. It has commanded a lot of attention, and we are sure we will reap good results from it; some of our customers commenting most favorably on it. Here's wishing you continued success."—Brandram-Henderson, Limited, Montreal.

* * *

"We have received a copy of your Annual Spring Number, and want to congratulate you on its appearance. We think you have a great paper, and as far as we can see surpasses anything we have ever seen in its line. Wishing you every success."—Wheeling Corrugating Co., Chicago.

* * *

"We beg to congratulate you on the very handsome Spring Number of the Hardware and Metal. We are very much satisfied with the appearance of our advertisement and feel sure that it will do us a great deal of good in bringing forward our goods to the different hardware and metal dealers in the various parts of the country."—Sadler & Haworth, Montreal.

* * *

"Your Annual Spring Number of Hardware and Metal arrived all right and we must say it surpasses anything that you have hitherto sent out in this line. We are much pleased with the prominence you have given to our advertisement, which is perfectly satisfactory."—The Oakville Basket Co., Oakville.

* * *

"We think your Spring Number is deserving of very great praise. The cover is very representative of the trade and the advertisements are set up in a most attractive manner, while your reading matter is much to the point. Your efforts deserve the greatest consideration from those interested in hardware and stoves."—Canada Steel Goods Co. Ltd. Hamilton.

* * *

"We are very much pleased with our advertisement in the Annual Spring Number of Hardware and Metal, all of which has been read by us with a great deal of interest; the number throughout is a demonstration of what excellent work can be done by the printer. The quite apparent attention which was paid to details in making the number attractive, among which we mention the quality of the paper, cuts and type, we are sure will be appreciated by the advertisers as well as your other numerous subscribers."—P. D. Dods & Co., Limited, Montreal.

* * *

"We beg to acknowledge receipt of March issue of Hardware and Metal. This is a very fine edition and you are certainly to be congratulated."—Magnolia Metal Company, New York.

* * *

"Your Spring edition has come duly to hand, and we must compliment you on its excellence. We are surprised that there are so few stove advertisements. The stove men must be full of orders. We fancy our own advertisement you set up exceedingly well, just as we wanted it, and we thank you most cordially for your courteous and careful attention to our wishes in this respect. We have never had occasion to find any fault in our transactions with Hardware and Metal. As regards our larger advertisement, we are now having some small electros prepared, and as soon as these are ready, will have a larger advertisement running in your columns than at present."—W. J. Copp, Son & Co., Fort William.

MISUNDERSTOOD HER MEANING.

As a hardware clerk stepped forward to wait on her she trained her guileless blue eyes upon him and said:

"I wish you would give me a sponge bath, please."

The clerk was for a moment nonplussed, but at last managed to say:

"Do you prefer hot or cold water, miss?"

COLLECTION LETTERS EFFECTIVE

Mackie & Ryan, Pembroke, write the secretary of the Ontario Association as follows: "We desire to thank you for your communication of March 31 enclosing letters and remittances from some of our delinquents. This Mrs. Hayes' account, particularly, is about six years' standing."

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Turpentine—Cut of 3c.
Paris Green—Cut of 3c.

Toronto.

Turpentine—Decline of 2c.
Paris Green—3c lower.
Brass Wire—Now 60.
Copper Wire—Now 62½.
Shovels—50 p.c. discount.
Old Metals—Nearly all lines 1c lower.
Building Paper Nails—Down 2c.
Building Paper Caps—Now 6c.

Winnipeg.

Shovels—Now 40, 10 and 5 p.c.
Raw Oil—2c decline.

THE MARKET SITUATION.

Although the primary markets have been fluctuating, the tendency on the whole has been to strengthen the tone of the situation. In London there has been an absence of any important movement in tin, and the market has been without character. Consumption in New York has improved somewhat, and orders for May delivery are certainly stronger. Copper seems to be pulling itself together again a little, although the New York market is reported to be dull to the border of stagnation. But it is evident that plenty of metal is being quietly used, or else the market would not hold. The heavy production, however, is causing great apprehension. The London market, by showing greater strength, has lightened the situation a little. Lead has sagged slightly in London, and prospects are not so favorable as they were a week ago. Spelter keeps steady, although the demand across the Atlantic is reported dull. St. Louis figures are improving again. There has been no special development in the U.S. iron and steel situation. The lower prices have brought out some new business but the situation is not at all rosy. Cleveland warrants are quoted at 47s. 3d., 5d. higher than our last figures. Cable reports do not indicate any marked improvement in the situation, although stocks are not heavy. Much is expected from the better shipbuilding prospects.

MONTREAL.

April 8.—Although the markets have been fluctuating, the changes either way have not been sufficient to affect jobbing prices for ordinary lots. The only result of this movement is that the tone of the markets is not so firm as it was last week. Trade continues to improve slowly but steadily, and altogether a considerable amount of metal is being used. A sturdy confidence is shown as to prospects, and this is largely based upon the fact that no stocks are being accumulated. There are no hidden supplies of metal to upset calculations as to the amount of metal in sight. It is probable that the lower ports on the St. Lawrence will be open earlier than is usually the case owing to the rapid break up of the ice and the good work of the Government ice breaker. If this happens, it will stimulate trading for this month. Inquiries are good in all lines, and users are keeping in close touch with the markets—a very good sign.

PIG IRON—Trade is naturally very quiet in imported pig at present. Stores are practically empty, while little will be coming in until the opening of St. Lawrence navigation. Heavy consignments are then due, however, and there will be no cessation to the regular shipments. Inquiries are developing strength as the season approaches; and it is very probable that consignments already booked will very soon be exhausted. Canadian furnaces are reported to be steadily employed on their own needs, and on outside contracts at prices sufficient below imported stuff to meet the demand. We quote open water prices as follows: Middlesboro No. 3, $16.50 to $16.75; Summerlee No. 1, $18.75 to $19; No. 2 $18.25 to $18.50.

TIN—Although the primary markets have been fluctuating, the local jobbing price of tin has held at last week's quotation of 32½. The demand continues to show developing strength, with inquiries active. Users are still buying as they want the metal, and the first signs of a prolonged rally in prices in London would bring out heavy orders to cover future requirements.

COPPER—Copper is firm at its jobbing price of 14c. The slight recovery of copper in the primary market has had the effect of stiffening the markets here, and inquiries are showing much greater strength. As in tin, close watch is being kept on the markets, for there are practically no stocks, and as consumers are steadily using all the way along, they have no desire to be unduly squeezed in a rapidly rising market.

SPELTER—Spelter continues steady at $5.50. Orders are coming in freely for immediate delivery. All the metal is being consumed, and with the lightness of stocks generally, it is thought that the usual heavy spring consignments of metal will not last long.

LEAD—Trade in lead has improved during the week. Some decent sized orders have been placed while the smaller consumer has been more active. This is probably the effect of the near approach of the building season. There is no change in the markets, and we quote imported pig, $3.75; trail, $3.65.

OLD METALS—The markets are on the quiet side, with stocks light. There are no changes in prices. We quote: Heavy copper and wire, 11c; light copper, 10c; heavy red brass, 10c; heavy lead, 2¾c; wrought iron, $11; No. 1 cast, $14.50.

TORONTO.

April 9.—Not nearly so good as last week is the local metal market just now. The holidays may have a depressing effect, and the coming week may see metals back again to the firm base of a week ago. With the exception of spelter all the metals are less active. Prices are unchanged for all new lines, but old copper and brass are a cent lower and rubbers are down half a cent.

Buying is light and the quantities going out are small. Stocks are fairly large, and are ample for a sudden demand.

PIG IRON—Not a single change has come over the situation as regards this metal. Rumor is still rife concerning the buying of Michipicoten ore by U. S. interests, but beyond a slight flurry prices have not at all been altered. Buying is a little quiet, but the market is showing slightly more strength. Cleveland, $22; No. 3, Middleboro, $21; and Canadian foundry, $18.50, are yet the quotation figures of the principal pig iron lines, but some trading has been done at slightly better prices.

COPPER—Rather more quiet are all copper lines, though copper wire is asked for and shows probably the best demand. The local quotation remains at 14c., but many buyers prefer to take old copper rather than pay the figure, and large orders are either scattered over a period or placed outside.

TIN.—Unchanged in price from last week, but still holding the advance then quoted. The conditions prevailing in the market are the same as those ruling the past few weeks. The quotation is 32c.

LEAD—Still active is lead and a fair trade is passing, but hardly so much as ten days ago. This appears to be an off week, for up to the present lead line orders have been increasing steadily. The market quotation, $3.85, remains.

SPELTER—Though the business in this metal is hardly to be classed in volume to that passing in other lines, yet spelter is the only metal which has increased in saleable output during the week. A good prospect is ahead.

SHEETS AND PLATES—Continued good trading is being done. The changes in these lines are infrequent and business from week to week is steady and much the same. Prices are firm.

OLD MATERIALS — Copper and brass lines have declined. Copper wire is asked for, and some little has gone to the U.S., but the price must be low to induce buying. Brass has declined in sympathy, and old rubbers, always off in the spring, are down half a cent. Rubber stocks are usually large in spring and dealers do not care to pay a high price when supplies are plentiful. Dealers are paying for heavy copper and wire 11¼c; light copper bottoms, 10c; heavy red brass, 9¾c; heavy yellow brass, 8¼c; light brass, 6¾c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¼c to 7½c.

HARDWARE MARKETS

MONTREAL.

April 8.—A steadily improving spring movement is now in evidence, and the shipping departments of the jobbers, while not being over-rushed, have plenty of work to contend with. All seasonable lines are swinging well, especially house-cleaning utensils, screen doors, green wire cloth, and gardening tools. The purely local trade is not perhaps so good as it might be, but the probability is that the port will be open earlier than usual, and this will tend to improve matters. Open water will also stimulate trade with the lower ports. Quebec Province is showing very good trading, while the Maritime Provinces are extremely staple. The Northwest is making the best progress, comparatively speaking, trade developing splendidly.

Some Canadian makers of builders' hardware are a little slow in dispatching goods, and are evidently feeling the stimulation in business. This is the sort of thing that dealers must take care of, for with stocks generally on the light side, a heavy demand would soon create congestion. Prices are very firm, and the tone of the markets is confident.

BUILDERS' HARDWARE—Builders' hardware is moving along briskly, some exceedingly good orders being received during the week. Delivery of certain lines is hard to get from the makers. Prices are unchanged, and we quote door sets and escutcheons, 50 and 10; escutcheon pins, steel, 50; brass, 55. Spring hinges, No. 20, $9 per gross.

SPRING LINES—Spring cleaning utensils, such as window-cleaners, carpet sweepers, brooms, scrubbing brushes, pails, mops, and polishes are in strong demand. Gardening tools, including lawn mowers and hose, are also very prominent. Green wire cloth, screen doors, and hinges are moving well. There is no change to report, and we quote: Screen doors, stained, $7.80; grained, $8.10; screen hinges, $9 a gross; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

MINING SUPPLIES—Orders continue to come in well. There is no change in prices, and we quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

HARVEST TOOLS—Bookings in harvest tools are steadily accumulating, and it is evident that dealers are expecting a good demand. Some shipping has already taken place. The market is firm and we quote; Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

BOLTS AND NUTS—The market continues firm. Orders are showing up well, and dealers are evidently stocking more heavily. We quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

WIRE—A strong spring movement is showing, and orders are going out in increasing bulk. There is a heavy rush on in barb wire, coiled spring fencing, and in wire nails. There is no change in prices and we quote: Barb wire, car lots and mixed, $2.65; small lots, $2.70; plain, twist, car lots, $2.95; small, $3; plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65, straight and mixed, car lots, and $2.75 small lots.

BRIGHT WIRE—The movement is good, but there is no rush on. We quote: Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes, screw eyes, and square hooks, 60 per cent. Wire hat and coat hooks, 40c a gross.

TORONTO.

April 8.—Hardly so good as last week is the local hardware situation to-day. The volume of business is greater than it was at this time a year ago, and retail hardwaremen are stocking larger quantities and buying with greater freedom. Taking the hardware market from week to week since the opening of the year there is noted a gradually increasing volume of business passing and a splendid inquiry.

Builders' hardware for the city trade and farm implements for the outside are the two best selling lines at present. Orders for seasonable and summer goods, however, are satisfactory. The west is buying more extensively than any other one section of the country, but the towns between Toronto and the Detroit River are taking fair quantities of stock.

On the whole prices are steady and firm. Brass and copper wire, though, have declined, and so have shovels. These are the only changes of the week.

SPRING LINES—Orders are improving, and though there is still a marked conservatism among buyers, a slightly increased volume of business is passing. Poultry netting and green wire cloth lead, and shovels, spades, rakes, hoes and the other tools used about the yard, farm and garden come a close second. The movement of lawn goods is very good for the season and mowers, hose, sprinklers, seats, etc., and ice cream freezers, paints and refrigerators are beginning to be booked. Housecleaning and household articles have let up a little, but the season is not by any means past.

SHOVELS—The price of first and second grade shovels is easier, and the discount is now 50 instead of 45 per cent.

WIRE GOODS—Sales continue good for all kinds of wire goods. Brass wire has declined from 50 to 60 per cent. and copper wire from 50 to 62½ per cent. These are the only changes of the week in the list.

BUILDERS' HARDWARE—As yet this line is one for the city trade only. True, the country has taken some good lots, but generally speaking, these were ordered early in the year for stocking-up purposes, and have been going out during the past few weeks. Now the country is inquiring only, and until the roads dry up and improve it is hardly likely that any large quantities will go out on order. Bad roads kill trade and do not at all induce building.

SPORTING GOODS—Rapidly coming to the front are a number of sporting lines. The outdoor games have the call, and baseball and lacrosse goods have passed the inquiry stage. Ammunition and guns are coming to the front again, though up to now sales have not been big.

HEAVY GOODS — Practically unchanged in condition and price. Demand is fair, but the quantities ordered are small. Bar iron is $1.95. Stove bolts are 80 and 7½. Bright and steel wood screws, flat, 85 and 10 and round head, 80 and 10 per cent. Brass screws are: flat, 75 and 10 and round head, 80 and 10 per cent. Brass screws are: flat, 75 and 10, and round, 70 and 10.

BUILDING PAPER SUPPLIES—The prices of caps and nails have been reduced from 7 cents per pound. Caps are now 6 cents per pound and nails 5 cents.

U.S. IRON TRADE.

Cleveland, O., April 8.—The Iron Trade Review says:—The lapse of practically the first month upon a reasonably defined price basis is now permitting an accurate comparative summary to be drawn from the iron and steel conditions under the open market and the result is evidence of genuine improvement. Although the abandonment of official prices dates from Feb. 19, it was not until two weeks later that the market had overcome the disturbance arising from the decisive action taken or had settled to a state of rational negotiations between buyers and sellers. Current reports of extremely low prices being made in some lines are still promoting some doubt and uncertainty, but the buying public has apparently fully discounted these at their true value.

In several of the finished lines of iron and steel, the month of March was the heaviest in point of mill orders booked since the beginning of the depression 18 months ago. This improvement has not been confined to the seasonable products or to particular companies, but has been spread over most of the list of principal rolled material, excepting rails, and has been distributed among the several makers. Marked gains in the tonnages of specifications received have been shown in steel bars, tubular goods, sheets, tin plates and structural shapes and plates.

The showing of steel bars has probably been the best. The increase in building operations in the country is plainly shown in the better running schedules of the structural mills. In pipe, especially line pipe, some companies have made heavy engagements for early shipment.

METAL NOTES.

The seventh annual report of the U. S. Steel Corporation for the year ending Dec. 31, 1908, just made public, shows the gross sales and earnings to be $482,307,840.34, a decline from 1907 of 36 per cent. The net earnings were $91,847,710.57, a decline of 43 per cent. from the previous year.

F. P. Jones, general manager of the Dominion Iron & Steel Company, Sydney, C.B., says that the report is absolutely untrue and without foundation that he stated that his company can furnish steel to the world's market at $6 per ton less than Pittsburg. This statement was first printed in the Canadian Gazette and the Gazette has now published his denial of having made any such statement.

Cuba, where are located iron ore properties belonging to the Bethlehem and the Pennsylvania Steel Companies, exported to the United States 639,000 tons in 1906; 657,000 in 1907; and 580,000 tons in 1908.

Lake Superior iron ore producers say they are not averse to a reduction of the ore duty, but they do not like to see it entirely wiped out. While they do not yet see any serious competition from the Canadian side, they realize that 40 cents a ton advantage over present conditions will encourage by that much the production of Canadian ores for sale in the United States.

One of the most important regions for copper, in spite of its unfavorable location, although at present closed because of over-production, is the source of the Tigris River, in Asia Minor, where the celebrated mines of Arghana Maden are located. The ore mined here contains from 13 to 14 per cent. copper. At the mines the ore is only cleansed before being transported on camels to Tocat, a distance of six days' journey.

A big strike of magnetic iron ore is reported to have been found at the mouth of the Campbell River, on the east coast of Vancouver Island. Prof. Hoffman, Ottawa, gauges samples running 67.47 magnetite.

HARDWARE FACTORIES DAMAGED BY STORM.

The windstorm which struck Ontario on Wednesday last, did a great deal of damage to factories all over the province. Besides smashing windows in many hardware and other stores the following concerns, manufacturing hardware lines, suffered much loss through the storm :—

In London, the London Brass Works, suffered the loss of a large chimney, while a galvanized shed near their building was blown over. The Hobbs Glass Works, at London, was damaged to the extent of $2,000 by the large chimney being blown down. The boiler room was wrecked, as well as the planing room, and many employes narrowly escaped injury. At Brantford, Ham & Nott's factory sustained damage through the smokestack being blown over.

The wheel works at Merritton were damaged to the extent of $500, by the big blow.

The big smokestack of the Belleville Hardware Co.'s factory at Belleville, was blown down, crashing through the building next door.

The upper story and a portion of the roof of the addition to the Ontario Lantern Co.'s premises, at Hamilton, were carried away.

A new building of the James Smart Mfg. Co., at Brockville, was damaged by a coal shed being lifted by the wind and smashed against its side.

MONTREAL MERCHANTS' BIG MEETING.

Whether it was owing to the inclement weather, or to the fact that members knew that they could safely leave their interests in the hands of their president and the secretary of the association, the fact remains that no one, beyond the two gentlemen mentioned, and a few newspaper scribes, attended the meeting last week called by the hardware dealers' section of the Montreal branch of the Association of Retail Merchants' of Canada to discuss the bill before the House of Commons to amend the Criminal Code with regard to the sale of revolvers. The meeting, however, did not lack enthusiasm on that account. The newspaper men were invited into the board room, and for once became active participants, instead of passive, in a real live meeting. It is true that one representative had scruples over the whole proceedings and gently murmured protests as to there being no quorum, and as to the illegality of the proceedings, but the other men quietly gathered around, while J. A. Beaudry, the secretary, holding proxies for the people who should have attended, voiced the opinions of the hardware section of the Association. Mr. Beaudry explained that as time was pressing they could not postpone the meeting, and what he and the president, Arthur Leger, thought, was naturally what the other members would think. It was a magnificent example of the best way out of a difficulty, and should be patented.

The Montreal Star, whose representative was not noticed at the meeting, came out with a graphic description of the numerous gathering of members, and of the taking part in the discussion of several of the most important hardware dealers in the city.

MONTREAL NOTES.

The Montreal Wholesale Hardware Hockey League concluded their first season with a dinner at the Welland Hotel on Saturday night. The president of the league, H. B. Seybold, took the chair. The principal event of the evening was the presentation by Lieut.-Col. Robert Starke, of the handsome silver cup given by the honorary presidents for annual competition among the league. The Canadian Fairbanks Co. were the winners this year, and the cup was received for them by R. C. Hobson, and acknowledged in a neat speech. The cup was afterwards filled with champagne and passed round the room. Speeches were made by the captains of the different teams and by others, and all expressed their satisfaction with the way the officers of the league had conducted affairs during the winter. Among the guests were Lieut.-Col. Robert Starke, A. L. Brittain, C. Earle, Gordon Seybold, J. B. Hennessy and A. McCuaig. Letters of regret were received from G. Caverhill, J. G. Lewis, W. Starke, H. J. Fuller, C. Edgar Wood, C. M. Strange and J. R. Kennedy. Among those present were E. C. Dingman, secretary; H. W. Massey, James O'Dell of Caverhill, Learmont & Co.; J. T. Smith, C. F. Walker, G. E. Chaffee, of Lewis Bros.; Fred. Gibb, L. Favreau, Starke-Seybold; and M. P. Shea, R. G. Hobson, and M. Davidson of the Canadian Fairbanks Co. The cup does not become the property of any club until it has been won by them three times, but not necessarily in three successive seasons.

THE HOTEL CECIL.

The recent completion of the new wing to the Hotel Cecil, Ottawa, makes Walter Walby the proprietor of one of the finest hostleries in Canada. It is now an ideal traveling man's home. The Cecil, since its establishment, has catered first, last and all the time to the commercial traveler. Mr. Walby, for seventeen years associated with the best Ottawa hotels, saw the splendid opening there was in that city for a house that would strive to secure and hold the trade of the commercial men. He established the Cecil, and his splendid success is proof of his wise foresight. The new wing is even more up-to-date than the rest of the house, which is quite modern. Comfortable rooms, neither too large nor too small, but just home-size, well ventilated, and above all things clean, make the Cecil a first-class house, when these features are supported by an excellent cuisine.

Running water, numerous toilet rooms, rooms with bath, electric lights, elevator service, sample rooms, all things demanded in a modern hotel by the commercial traveler are found in the Cecil. Another pleasant feature about the Cecil is the courteous attention one receives from the whole staff. There is just that much concern for one's welfare and enjoyment to be appreciated.

It is worth while going to the Cecil one trip, anyway, just to see for one's self if all the nice things said about it are true. One finds there has been no exaggeration.—Advt.

Important extensions to the northern and southern ends of the Chatham, Wallaceburg, and Lake Erie electric road are announced. The towns of Blenheim and Ridgetown on the south and Petrolea and Sarnia on the north will be tapped this summer.

Trade News From Atlantic to Pacific

Quebec and Maritime

Large Order for Rails Given by Grand Trunk Pacific—Nova Scotia Master Plumbers Asking for Incorporation —Trade Opening up Very Satisfactorily.

HALIFAX.

April 6.—The hardware trade is now quite active, and the outlook for a busy spring is most cheerful. The travelers continue to send in good orders, though not as large in some cases as formerly, but on the whole they are most satisfactory. Quite a number of the vessels belonging to the Lunenburg banking fleet arrived during the week and as a result there was quite a demand for some lines of fishing supplies, particularly nets and twines. The opening up of navigation between the shore ports and the city has also helped trade greatly. Ice on the coast, however, has interfered to some extent with navigation, as the vessels are unable to run on schedule time. This is quite a drawback as some dealers who send in rush orders for goods cannot get them on time. Prices throughout the list are very steady and no changes are looked for at present. A drop of ten cents in the price of lead pipe is the most notable change. There is a fairly good demand for oils, linseed (boiled) selling at 65c in barrel lots, and 71c in smaller quantities. Raw is quoted at 62c in cask lots and 67c in smaller quantities.

Some of the new crop of turpentine is now coming on the market. It is quoted at 70c for barrel lots and 80c for smaller quantities. Trade in poultry netting is quite brisk and there is a fair demand for tire steel and black sheet iron. Business promises to continue to keep booming at the plant of the Dominion Iron and Steel Company. This concern has been most successful in securing orders to keep the plant in operation. The Grand Trunk Pacific has just awarded the company a contract for one hundred miles of rails, and there is a possibility of securing another order for an additional one hundred miles for the same railway. All the large industrial establishments are running on full time, and business appears to be in good condition.

Faulkner & McDonald have commenced work on the $30,000 addition to the Academy of the Sacred Heart, and Contractor Lounds is now putting in the foundation for the new brick building to be used as a children's hospital.

A bill has been introduced in the House of Assembly to incorporate the Master Plumbers' Association of Nova Scotia. The bill sets out that it is desirable that those named and others who may hereafter be associated with them be incorporated into an association, having for its objects and purposes the following: Promoting the advancement of the trade in its sanitary, commercial and scientific departments. Protection against imposition, injustice and encroachment upon its common rights and interest. The education of its members and the improvement by its members of the plumbing trade generally. The dissemination, among the people, of sanitary science and its principles, and the mutual assistance of its members.

J. H.

ST. JOHN.

April 7.—Nominations for civic elections will take place on Tuesday, April 13, and the election will be one week later. Up to the present time several men well-known to the hardware trade are in the field for aldermanic honors. No opponent has yet appeared to contest Ald. Rowan's seat at the board and the north-end hardwareman is likely to go in by acclamation. Clarence B. Allan, dealer in stoves and general hardware, will oppose Ald. Vanwart in Duke's Ward and Joseph A. Wikely, lumber dealer, is out against Ald. Hamm in King's Ward. W. S. Fisher, of Emerson & Fisher, was asked to run for mayor but declined.

A special meeting of the shareholders of the H. H. Dryden Co., of Sussex manufacturers of tinware, was held in Sussex recently when the unsecured creditors were asked to accept a compromise of twenty-five cents on the dollar, failing which, the company will go into liquidation. The liabilities of the company amount in all to $68,759.71, and the total assets to $42,274.52, making an excess of liabilities of $26,484.65 over assets.

Material had been purchased from all the large creditors who have factories in Montreal and Toronto. Five of the principal creditors have claims amounting to $22,000. There are about fifteen creditors in St. John, mostly for small amounts.

The company was formed in 1906 to take over the business of H. H. Dryden and build large factories for the manufacture of tinware in Sussex. A full line of tin articles has been carried. Some thirty-five hands are employed. People in Sussex are said to be anxious that the business should continue, as, if wound up, it would be a great loss to the town. The present situation is attributed to lack of capital and to the cost of the building operations being underestimated. The company is said to be capable of doing a fine business if a satisfactory compromise can be effected and more capital is introduced.

George A. Lockhart, who for the past seven or eight years has been employed in the James Robertson Co., has severed his connection with that firm and accepted a position as traveler for W. H. Thorne & Co. Previous to the leaving the James Robertson Co., Mr. Lockhart was presented with a very fine traveling bag by employes of the company.

The city engineer at Moncton is calling for tenders for converting the opera house into city offices, according to plans and specifications to be seen at his office. Tenders closed last week but the contract has not yet been awarded.

A brick building, two storeys high, with cellar, dimensions 50x70 feet, is being built on Celebration St. It will be utilized as a bakery and knitting factory. Gay & Hamilton have the contract.

W. E. H.

MONTREAL.

April 7.—A well executed model of a residential house painted in delightful colors is being shown in one of the office windows of A. Ramsay & Son Co. The paint is well matched, and the whole design shows how effectively painting improves a house, and adds to its value as a selling proposition. The model makes a most striking advertisement.

The retail merchants here and there are commencing to give a spring-like appearance to their windows. Fishing rods and tackle are mostly in evidence, and the Cavanagh Co., Notre Dame West, have a simple little fishing window that is easily made and yet looks attractive. A small tank of water is surrounded on three sides by a wooden fence. On this fence, reels, etc., are hung, while the lines from fishing rods extending the whole height of the window fall into the water. In the water are displayed various kinds of trolling bait. Imitation moss completes a very neat window. The Durand Hardware Co. are showing yachting supplies and rope, and with tins of paint especially prepared for boats, etc., that part of the window devoted to the purpose looks very bright and seasonable.

There is no cessation in the buying of materials by the Canadian railroads and as railroad purchasing is a good barometer of general trade improvement, the action of the Canadian corporations should not be lost sight of in considering prospects. The Grand Trunk Pacific are especially active just now. They have placed an order with the Montreal Locomotive works, Longue Pointe, Que., for 25 eight wheel engines ; an order for 22,000 tons of 80 lb. steel rails with the Algoma Steel Company, Sault Ste. Marie ; and an order for 13,000 tons of 80 lb. steel rails, and 2,000 60 lb. rails with the Dominion Iron and Steel Company, Sydney, N.S. The Grand Trunk also building two steamers for service on the Skeena River, B.C.—F. J. A.

Ontario Trade News

Chatham Board of Trade Adopts a Policy Worthy of Being Followed by Other Places — Novel Advertising Scheme Being Tried at Peterboro— Interesting Gossip From St. Thomas— Good Season for Bicycles Expected —Butterworth Business at Ottawa to be Sold.

BELLEVILLE.

April 8.—W. C. McLean, son of Donald McLean, of this city, has resumed his position as western traveler for the J. H. Ashdown Hardware Company, Winnipeg, after an absence of two years, which he had spent in his old home here, having had to resign through illness. Mr. McLean was with the Ashdown firm for eleven years and knows the northwest like a book. Mr. McLean served his apprenticeship with John W. Walker in this city, and is still on the sunny side of 40 years of age.

W. T. Fleming, traveler for the Martin-Senour Paint Company, Montreal, has just returned to the city after a five weeks' trip through the Cobalt district in the interest of his firm. He reports business as booming in that district and cites one case as an example where he sold one carload to a dealer in Cobalt who manages four stores in four different places. H.C.M.

KINGSTON.

April 6.—There is at present a good deal of building going on in Kingston, and the outlook is bright for an active season. Contractors, interviewed by your correspondent, state that they have lots of work on hand. At city engineer Craig's office, it was stated that numerous permits had been taken out for the erection of new houses, or extensions to old ones. It is estimated that the cost of the work covered by the permits for this year totals about $27,000.

The bicycle repairers are already busy with work and this would go to show that bicycles will be used as much as ever this year. A leading dealer was asked by your correspondent about the prospects. "I think it will be a good season," he said. "I expect a great many sales, just as soon as the roads dry up." One dealer has sold five new automobiles so far, and this would go to show that business in that line is good.—E.G.B.

OTTAWA.

April 6.—The past week has developed an enlivenment in trade and the optimistic ones look for a steady increase from now on. However with the bright building outlook, which up to the present shows a remarkable increase over last year for the same period, trade ought to rapidly resume its former strength and attain a greater advance than in the previous year. Since the first of the year 88 permits for buildings have been issued as against 50 for last year. A large number of permits have been issued for dwellings ranging in cost from $2,500 to $5,000, and the real estate transfers are also multiplying in properties around these figures. Thus it will be seen that the demand for household hardware, fittings and bathroom furnishings should and must necessarily be far in excess of that for 1908. Not only are there numerous private dwellings to be erected, but there will be several apartment houses added to Ottawa's existing number, and these will mean business for the hardware men. Business is certain to come and with wide-awake salesmen, up-to-date ideas and strong, forceful advertising, the hardwaremen of the capital should experience a successful year.

The Butterworth Foundry is experiencing a busy time, night work being occasionally required to successfully cope with the orders being received. Shanty ranges continue in strong demand owing to the influx into the Gow Ganda district. This firm's shanty range is meeting with great favor and large shipments are being made. A big order for furnaces has just been received from the west, which is expected to prove of future favor for this firm.

A. D. Fraser of York Street is selling out his hardware business.

The Tobin Tent Co. report a goodly demand for tents by the gold seekers going up to Gow Ganda.

Hull has a new industry. It is called The Hull Woodenware Co., and its first product is "Maple Leaf" toothpicks. This is said to be the only factory of its kind in Canada and a business of promise is anticipated. It is the intention of the company to make broom handles and other wooden goods, including shoes for machinery, so soon as operations assume encouraging proportions.

Knox Brothers, plumbers and steamfitters, announce their removal on May 1 from their present stand on Bank Street to the corner of Waverly and Elgin Street. Ottawa is rapidly growing in this direction, south, and this firm is ready to meet the demands of the residents of this new section.

Announcement is made of the sale by tender of the Butterworth Foundry and the Butterworth Hardware business. Both these businesses are enjoying encouraging prosperity and the opportunity presented is one of importance to every man interested and engaged in this line of business.

The number of real estate transfers during March indicate great activity in this line and also tend to prove that money is "easier" now than it was a short while ago. With this improvement financially a corresponding advance will assuredly be noted in trade generally.

Considerable interest is aroused in and opposition is expressed in connection with the application of the Morrisburg tinplate industry for a protective tariff on tinplate and galvanized iron. One of the leading sheet metal working firms here stated that such a duty would not only affect the manufacturer, but also the retailer and consumer, and that there was really no one who would not be affected by such a tariff, It was further suggested that there would be doubt as to the capacity of this firm for supplying the needs of the Canadian manufacturers. It is altogether likely that vigorous opposition will be evidenced against such an imposition and it is hardly thought that the government will, in view of the many important facts of the situation, place such a duty on this class of metal.

G. E. M. H.

PETERBORO.

March 30.—Knox church congregation decided to erect a new church at a cost of from $25,000 to $30,000. Tenders will be called for at once.

The local hardware stores are booming their paint business. The window decorations are very attractive. The Peterboro Hardware Co. has a display of Alabastine, Muresco and similar brands, while in their other window they have a practical example of the value of good stains and oils for floor use. There is one board of a supposed floor painted with one coat, another has two of a different color, and so on to the desired stage, and the whole is given an attractive background which is catching the eye of many householders who are now out on a rampage for the goods for the annual spring cleaning work.

The Kingan Hardware Co. have a neat window of builders' tools, arranged in a pleasing manner.

Gordon Cox and Earl Weller, formerly of this city, but now of Toronto, are going to establish a hardware business in western Canada, probably in Pembina, a town 65 miles west of Edmonton. They will leave for the West on April 13th, if their present plans are carried out. Mr. Cox is a young man who learned the hardware business with the Peterboro Hardware Co.

The returns from the customs house here for the month of March exceed those for the same month last year by $4 000, being an indication of the return of commercial activity.

The work on the new armories is now practically completed and the formal opening will be held on May 24. The painting contract was carried out by Messrs. Duncan & Doupe; the plumbing and lighting by F. R. J. MacPherson Co. The Galt Art Metal Co. did the galvanized iron work and Bennett & Wright had the contract for the heating.

The Peterboro Hardware Co. have an attractive window display of the Sherwin-Williams paints, oils, etc.

Hardwaremen report a large sale of traps and other accessories of the trappers who have already begun their work.

Four miles of granolithic sidewalks will be constructed on Peterboro's streets this year.

Tenders will be called for shortly for the erection of a new public library to be built this summer.

The Goldie, McCulloch Co., of Galt, supplied the new machinery for the Peterboro Cereal Company's mill which has recently been enlarged and refitted.

The Best Hardware Co. have begun a unique advertizing scheme which was launched before the Peterboro public on Saturday, April 3. They have five prizes on exhibition in their windows to be given to the five customers whose cash purchases from the opening until the closing day of the competition reach the five highest amounts. Dealers and contractors alone are barred. The closing day of the competition is December 31, 1909. The five prizes in their order

are: 1st, a Happy Thought range; 2nd, a Radiant home heater; 3rd, a Caloric fireless cooker; 4th, a washing machine; 5th, a clothes wringer. Cash purchases alone count in the competition. Each purchaser receives a folder in which the amount of each purchase is written by one of the clerks. The cash register likewise records this amount and the name of the person making the purchase is written on the back of each slip from the register. These are kept in the office and a double record is thereby kept, the one by the company, the other on the purchaser's folder. They have advertized the beginning of their competition in the daily papers and in future it will, to a certain extent, take care of itself. They have also distributed dodgers and the attractive window "ad." has also helped to put the scheme well before the public. They state that this plan will help others as well as themselves. It is the intention of the members of the company to keep the competition before the public throughout the rest of the year in an endeavor to realize the success which they expect. Ray P. Best and W. J. Campbell, of the Best Stove and Hardware Co. are both young men and have planned the competition as something out of the ordinary advertising systems in hardware lines.

H. T.

HAMILTON.

April 6.—There is a decided activity in gardening tools, according to reports from the hardware stores. Few centers find such a ready demand for these articles as does Hamilton with its arable land and surrounding fruit belts. The fine weather of the past few weeks has been a big boom to business and the presence of large numbers of purchasers from outside places who have been brought to the city on the cheap excursions given by the Stanley Mills company, has given an added impetus to the retail hardware trade in this city.

There still continues a heavy trade in builders' supplies and articles required for spring house cleaning and the general brushing up which is peculiar to this season of the year. The boom is on in real earnest and building permits average about $22,000 a week. The official figures of the building inspector show that the permits for March exceeded in value those of the same month last year by $75,900. Last year's figures were $96,450 and this year $172,350. The demand for builders' hardware necessarily increases and the Canada Glass, Mantels and Tiles, Limited, reports a heavy business. This firm took over the local agency of the Brooks, Sanford Company last September and its business has increased so that it has had to add to its store space.

Dealers in gas piping, stoves and fittings expect this year to be one of the greatest in the history of natural gas usage in Canada and particularly in Ontario. Several local dealers were spoken to and they expect a very heavy run in gas supplies during the coming year owing to the popularity of natural gas for household purposes and the fact that new wells will be tapped all over the country. Companies which were organized years ago for the sale of natural gas are being revived and dealers in natural gas supplies are springing up very rapidly. Most of the hardware dealers in this city find these supplies a good side line to handle. At present gas piping is lower in price but it is expected to take a jump any day.

Gordon C. Wilson, of Dundas, member for North Wentworth in the provincial parliament, in a speech here last Friday night declared that it was not his devotion to the hardware trade which impelled him to speak against the bill to restrict the sale of fire arms in the house last week. Mr. Wilson is a successful hardware dealer in the Valley City. He said his utterances were instigated purely by the desire to permit every young man to use the rifle or revolver as often as he wished in order to encourage the military spirit. He believed that if a man did not learn to shoot before he was about 18 there was very little hope for him after that. D.L.

LONDON.

April 6.—London manufacturers are looking forward to a busy time the coming season. Many of them have a large trade with the West, and judging from present conditions there is certain to be a big demand from that quarter for all classes of goods. Col. Gartshore, of the McClary Manufacturing Company, states that that concern is very busy shipping to all parts of the Dominion. Not only in the West is there activity, but in Ontario business conditions are satisfactory, while in the Eastern Provinces they are rapidly improving. "We expect," Col. Gartshore says, "conditions will continue good throughout the season, while in the West they will be very good."



G. H. SMITH, LONDON,

Moved From the London to the Winnipeg District by the McClary Manufacturing Company.



G. A. MAGUIRE, LONDON,

Now Representing the McClary Manufacturing Company in Toronto District.

George White & Sons have postponed until next year the erection of their new $50,000 building, owing to Niagara power not coming here this year. Next year, Niagara power, or no Niagara power, the building will be gone on with. Meanwhile the firm will proceed with the erection of a warehouse in Brandon, Man., and a large lumber house here.

Fire did $3,000 damage to the Lamb Fence Company's plant on Bathurst St., on Saturday.

The employes of the McClary Manufacturing Company intend giving a minstrel performance in Bennett's Theatre on April 14 and 15.

The cost of the production of stoves is not affected by the recent slump in the steel market, and the selling prices will remain unchanged. As a matter of fact, iron has advanced and declined in price in the past without any change in the price of stoves. Besides, the price of moldings has been settled for this year. The buying of stoves should, therefore, proceed without any thought of a possible drop in the cost of materials used in their manufacture.

Local retail hardwaremen report trade improving, and the prospects most encouraging.

G. T. Y.

BRANTFORD.

March 30—From reports received, the spring paint trade will be better than for years past. Watt & Squire and Geo. Elliot, jr., are pushing Ramsay's paints by the use of personal talks with customers, and plenty of newspaper

publicity. Ballantyne & Son this week displayed a neat window of "Jellstone," the popular alabastine, and this economical method of treating the home attracted the attention of a large number of Saturday shoppers. In their north window they showed a fine line of mechanics' tools.

Now that the contract with the Western Counties' Electric Power Co. has been signed by the city council, and the Beck bill has been altered to allow the contract to stand, there promises to be a general boom in electric lighting, as over gas, the price of which is liable to ascend at any time. Critics all over the province have congratulated the city council upon the very low rate secured for lighting, heating and power purposes.

The Brantford Emery Wheel Company have removed to their new building on Dalhousie street to the rear of the machine shop of Herod & Company, Henry Oscomore, stove merchant, who is secretary of the Retail Merchants' Association of Guelph, spoke to a large gathering of local merchants last week; about 100 being present, including a large number of the local hardware dealers. He spoke upon the debt collection system in vogue at the Royal City. Mr. Huston, editor of The Canadian Grocer was also present and addressed the gathering. The system was discussed in all its phases, and a committee was appointed to look further into the matter. The result will probably be the appointment of a salaried collector. Some amusing stories of how they have been "done" in times past were told by some of the merchants.

As mentioned last week, the Park Baptist Church contemplate improvements. A new basement Sunday school room will be put in, and the interior of the church will be changed. A new parsonage will also be built.

Tenders will be called this week for alterations and improvements, totalling about $5,000 at the County Court House.

W. H. Turnbull, jr., has returned from an eight months' residence in Moosejaw, Sask., and has resumed his position with W. H. Turnbull & Son, Colborne street.

Harvey Wilson has opened his new hardware store in the Allchin Block, Paris.

A report from the West states that the implement dealers are greatly pushed for implements. This will greatly improve conditions in the local factories, with consequent general prosperity.

Lots of small jobs—that seems to be the general forecast of building conditions here. During the past week, permits have been issued for a large number of houses ranging from $600 to $2,500. The local plumbers feel much elated over the prospects for the season.

R. Wrigglesworth, of the Batty Hardware Co., Norwich, unfortunately cut his hand badly while opening a bottle last week. The wound required several stitches.

Tenders are being called for a new school to replace the one known as White's schoolhouse. It will be of red pressed brick.

G. C. Schultz and W. D. Schultz, of Schultz Bros. Company, have left for a trip to the Pacific Coast. A. W.

CHATHAM.

April 6.—On all hands optimistic views of the hardware outlook are voiced. The marked revival in building operations is an indication of returning prosperity. Customs receipts at Chatham for March, 1909 were $21,000, approximately $7,000 more than for the same month of 1908. The outlook for the future is brightened by encouraging crop reports, farmers stating that the wheat was never in better shape, fields thought dead a few days ago having picked up amazingly; while clover is in excellent shape, and apparently undamaged by frost. Spring goods are commencing to move out rapidly, and with good weather there should be a big boom in business. One hardwareman stated that his business for the month just closed was almost 31 per cent. more than that for March, 1908.

Mayor Westman, who, in his capacity as ex-officio water commissioner had considerable to do with the recent regulation requiring manufacturers to place their water services on meter, has been lately the cheerful centre of a small-sized storm as a result. Hot words passed at a conference of the manufacturers and the water commissioners on Tuesday called to discuss the matter, and on Wednesday evening the board of trade, after some discussion, passed a resolution asking the commissioners to defer enforcing the new ruling till the end of the year. Manufacturers claim that they have yearly contracts, and that hence the notice was insufficient. The water commissioners in turn, at their meeting, marked the resolution "received," adopted a sliding scale of rates based on the amount of water used, and asked the city solicitor to give his advice regarding the legal point raised. Mayor Westman states that his sole aim is to place the waterworks on a business basis and prevent waste.

The board of trade last week adopted a resolution to the effect "that henceforth this board of trade leave industries in other Canadian cities alone." Chatham has been accused, not always with justice, of offering inducements to industries burned out in other cities to locate here, thereby compelling the home cities to put up "inducements" in the way of loans and bonuses. The board of trade, however, has now set itself firmly against the practice.

Brisco Bros. sporting goods and bicycle store has undergone a change of management, Ernest C. Brisco having bought out the interest of his brother, F. H. Brisco, in the business. The store front has been repainted a striking shade of ultramarine blue, and the windows adorned with the new proprietor's name in neat letters. An attractive window display of bicycles and accessories was one of the inaugural features under the new management.

Spring window displays are the order of the day, paint and tool windows being a prominent feature of the hardware stores. Westman Bros. this week have an attractive bicycle and go-cart window.

W. A. Barr & Co.'s hardware store, Merlin, was last week visited by burglars, who, entering by the back door, practically destroyed the cash register to obtain a few dollars in silver, though a dollar bill was passed over. A few small articles were also taken. Though this is the third burglary in about six weeks, nothing much seems to have been done in the direction of apprehending the culprits.

L. J. Ruth, Ridgetown, has moved his tinshop into the vacant store next the Massey-Harris building.

Roy Gammage, Ridgetown, has taken the store in the Bedard block next the Laing barber shop and will carry on the plumbing and tinsmithing business there. Gammage & Co. are stocking up with autos for the coming season, this necessitating the move.

Stonehouse, Munroe & Zavitz Co., Wallaceburg, have added an up to date new safe to their store equipment.

Del Davis, who recently bought the Hargrove Bros. general store at Sombra, is putting in a plate glass front.

Wm. J. Cain of Port Lambton has repurchased his general store from Breise & Huffman, who will remain in Muskoka.

Leigh Burnett, Dresden, has severed his connection with the Carscallen hardware store, and entered the employ of Jas. McGregor, implement agent. Mr. Burnett's place has been taken by Ethridge Newman.

Andrew E. Laing, Ridgetown, who recently dissolved partnership with his brother in the hardware business, has entered the practice of the barber's art. The hardware store's firm name, formerly J. Laing & Sons, is now simply G. W. Laing.

E. S. Hubbell & Sons, hardwaremen, Thamesville, use a full page of newspaper space to boom spring goods in the line of paints, brushes and other accessories.

The difficulty of making collections is given as the reason for the recent assignment of R. J. Clements of the Tilbury Iron Works, the assignment being forced through the action of a Windsor supply house, following Mr. Clements' recent bad fire. Mr. Clements was doing a large business, much of it credit, with operators in the oil field.

Reeve T. F. Hinnegan, the Wallaceburg flax and cordage magnate, recently sustained a bad loss through the destruction of his Belle River flax mill by fire. The building and contents were valued at $10,000, the insurance being $6,500. By sheer good luck Mr. Hinnegan had shipped just a week before a carload of flax, valued at $2,500, else the loss would have been much more. At last accounts he was undecided as to whether he would rebuild.

Art McLean has joined the staff of Husband's hardware store, Wallaceburg. W. E. P.

ST. THOMAS.

April 6.—The roads in the vicinity of the city are now in good condition. Many farmers are doing their fencing. In consequence, wire and fencing are in good demand.

The trade report a good season in maple syrup supplies, some dealers repeating orders, four and five times for buckets and cans.

Albert Campbell, who has managed Crawford's Ross Street store since it was opened, has bought the business and will enlarge the store.

The Bell Telephone Co. are getting out plans for a building to be erected on their property next to the Ingram & Davey building. The plans call for a building 30' x 70' two stories and basement.

This year will see all the vacant places on Talbot street filled up, making over a mile (on the north side), of business blocks.

The Phone, Sutherland, and Hamilton & Stott buildings will soon be under way.

S. A. Potticony has secured the plumbing and heating contracts for the Engineer building.

The cycle dealers report prospects good for this season. J. B. Davidson will devote his time to autos, he having orders now on hand for six Fords.

The county council on Saturday awarded the contracts for two new bridges. The Petrolea Bridge Co. and Hamilton Bridge Co., securing the contracts.

The Board of Trade and city council are acting with similar boards from London and Port Stanley to put up a big fight for the securing of the proposed steel industry at Port Stanley. It is expected that some 1000 men will be employed and both cities will benefit by having the industry at the Port.

G. A. McMurtry, late of the McMurtry Hardware Co., London, is negotiating for a store near the city hall.

Finlay McDermaid, M.L.A., got his bill through the Legislature which will permit of the city H. L. & P. Department selling heat. The city has for a number of years been heating the municipal buildings with waste steam, and will now sell the balance. The new Engineers' building will be the first to be supplied. It is likely that all buildings in the vicinity of the power plant will look to this source for their supply.

Chas. Wonnocott has just received a sample of the McLaughlin-Buick auto, and expects to place a number of these cars this season.

A representative of a Toronto firm interviewed a dealer the other day, trying to place a stock of wood pulleys, when the dealer informed him, that should he place a line in stock, they would likely go direct to the users, and take orders. A number of manufacturers are guilty of this practice, and when questioned will allow the trade discount, but if not found out, they keep mum.

Speaking along this line the writer had brought to his attention not long ago the case of a Toronto paint traveler securing orders from a couple of painters who could not get credit in the city. It is safe to say that this firm, if they send the goods, will lose on the transaction. When the traveler left he paid his hotel bill by a cheque for $10, which the hotel man stills holds as he could not collect it.

Another case was of an oil firm, who sent their traveler to threshers direct. The party in this case refused to accept the oil, as he bought it cheaper from a local dealer. The oil company brought suit but lost and had to pay freight charges both ways.

A case is now before the court here, of a metallic roofing company, who are suing to recover for material supplied to a contractor, who failed a year ago and who could not get credit, but who had no trouble securing it from the manufacturer.

It is cases like these that retailers are up against and no wonder some think there is no use in handling material that is sold this way and very little sympathy is given when manufacturers get soaked by these fellows.

J. A. Kilpatrick, of this city, who is now manager of the Canada Iron Corporation has, with others, acquired the large car wheel works of the Geo. H. Thatcher & Co., Albany, N. Y., and is president of the new company.

F. T. Stacey, lately with F. W. Bird & Co., Hamilton, is now representing the Brantford Roofing Co. G.E.F.

The Prairie Provinces

Calgary Clerks Urging Early-closing—Alberta Traveler Dies Suddenly—Change in Management of Calgary Store.

WINNIPEG.

April 6.—L. S. Starr, a furniture dealer here, has taken over the hardware stock of J. E. Thomas and is running off a "10-Day Bankrupt Sale." The goods are being sold about cost and are moving rapidly. After 10 days Mr. Starr will move the stock to another part of the city, and he may remain in business.

Other retailers are somewhat annoyed over this cut price sale since it opened at a time when the trade generally was expected to be brighter. It may be a matter of interest at a future meeting of the hardware merchants' association to discuss the undesirable features of a sale of this kind, with a view to eliminate them.

The official building figures for March were issued yesterday afternoon showing 167 permits issued in the month covering 208 buildings being erected at a cost of $851,700. This is the largest March total in the history of the city. Following is a comparison which shows the March figures in each year since 1905.

	P'ts.	Bldgs.	Cost
March, 1906 ..	231	331	$782,800
March, 1907 ..	225	264	703,350
March, 1908 ..	64	73	114,100
March, 1909 ..	167	208	851,700

To date this year the building total is $1,059,900 as against $141,000 for the corresponding period of last year; $967,150 for that period in 1907 and $1,150 300 in 1906. The total for March this year includes a big extension to the Manitoba Iron Works plant to cost $50,000.

R. J. Younge, sales manager for the Canadian Rubber Co., and formerly secretary of the Canadian Manufacturers' Association, is in the city inspecting the local branch.

The G. F. Stephens, paint and varnish manufacturers, of this city, have almost completed their spring order shipments, which are all of April 1, dating. The sales manager reports an exceedingly heavy business this spring, and it is interesting to note that compared with one year ago, business has increased about 25 per cent. The shipments call for 60-day payments, which will make June their collection month. The Stephens' products are rapidly taking the place of American paints, which have been used here very extensively. L. C. H.

CALGARY.

March 30.—The retail merchants of the city met this afternoon to consider a petition sent in by over seventy-five per cent. of the retail clerks asking for a weekly half-holiday. A motion was carried that the clerks pass a petition around, and it will require the signature of seventy-five per cent. of the merchants in order to bring the half-holiday in force.

The City Commissioners are calling for tenders or estimates for valves, connections and hydrants for the season's work.

The Winnipeg Paint & Glass Co. will add this summer three additional stories to their present warehouse on Eighth Avenue West.

Building permits have been issued to J. A. McPhail for a residence in Hillhurst $1,700; Geo. W. Rae 5th Ave. $1,700 residence; F. Vickers, South Calgary; J. A. Kneoppfle, Eleventh Ave. East; Wm. Scott $1,800 residence opposite Victoria Park, and to F. X. Stahle for a three-storey cement block, double residence on Thirteenth Ave. east.

A. M. Terrill has commenced the erection of a new $5,000 greenhouse in East Calgary, near Cushing's factory.

W. H. Waugh, of the Coner Hardware Co. has returned from a trip to Prince Edward Island.

The growth of Calgary and the increasing business is becoming more evident every day. The continued opening of homestead lands makes a steady increase in the enquiry for all lines of building goods, tools and barb wire. The Calgary district still looks pretty good to the thousands of settlers who come annually to the west. During March there were 436 homestead entries made in the local land office.

Clearing house returns for the month of March show the ever-growing prosperity of this city. They reach a total of $6,740,041 as against $3,957,877 for the corresponding month last year.

The value of the building permits issued during the month of March call for an expenditure of $94,900, against last year's figures of $42,100.

More evidence that building operations will be active and extensive in Calgary this year is shown by the number of building permits applied for. J. McLeod applied for a permit to erect a four-storey stone and brick business block on First Street west, just south of the subway, and expects to commence building operations at once. G. H. McCaskill for a $3,000 residence on Fifth Ave. west; E. H. Crandell a $2,000 residence on Thirteenth Ave. east.

Work has commenced on a business block for Thurber and Giles on First Street east, just back of the Cameron block. The work is under the supervision of contractor Brocklebank.

John Drew, who has had charge of The J. H. Ashdown Hardware Co. in Calgary, for the past four years, left for Winnipeg on Tuesday last, where he will still be connected with the same firm. We are very sorry to lose Mr. Drew from our hardware circle, but he felt called upon to make the change on account of the ill health of Mrs. Drew. Mr. Drew is succeeded here by Walter Nancara, who has been representing the Ashdown Co. through this province.

Regret is expressed at the sudden death of Arthur Ireland, late traveller for G. F. Stephens & Co. Mr. Ireland had been in his usual health until the latter part of last week when he was attacked with tonsilitis, which resulted in diphtheria. He was removed to the General Hospital on Monday, and everything possible done, but all efforts were fruitless, as he passed away on Tuesday night. He leaves a wife and one small child. A. R. A.

British Columbia.

Aluminum Replacing Copper in Electrical Work—New Industry at Nelson—Vancouver Building Shows Big Increase—Victoria Hardware Firm to Build New Store.

VANCOUVER.

March 27.—Steel construction in buildings in this city is very apparent at present, and in the down-town portion huge skeletons several storeys high are in shape awaiting the clothing of masonry. Three of the notable instances are the Winch building, adjoining the new post office, the Carter-Cotton building, and the new court house. In addition to these others are proposed. The new style of construction comes with the growth of the city and make the buildings practically fireproof, which is no mean point, since the underwriters consider any city liable to be wiped out in a conflagration.

C. Ross McAdam, formerly of Hamilton, but now representative of the Exshaw Cement Co., of Exshaw, Alta., is in the city. Mr. McAdam has the distinction of securing the record orders at Fernie, where he took business for 300 cars of cement, used in rebuilding that city. He also secured orders for 20 cars at Kamloops, while on his way to the coast. This cement won out in tests at Spokane, Wash., and although a Canadian article is now specified in contracts there.

Fred Stork, ex-mayor of Fernie, who is now in the plumbing business in Prince Rupert, is down on a trip. He reports having all he can do in the new terminus.

Emar Goldberg, of Seattle, manager of the Great West Smelting and Refining Co., of Seattle, was in the city this week. He proposes to establish here a small smelter and refinery for the production of babbit metal, and looked over several likely sites.

Something new altogether in the way of sawmill machinery has been invented by J. W. Bell, of this city, an old-timer in the industry. It is a gang oscillation, which, it is claimed, will do its work with absolute perfection, something never before attained in the working of a gang. This new action is known as the double oscillation movement, both the top and bottom slides being rocked or oscillated, and the slides being pivoted below the upper end of the stroke. Briefly, the new movement consists in receding the saws at the commencement of the down stroke, instead of advancing them as is done in all previous movements. This receding movement is necessary and essential to obtain a uniform cut and avoid the undue strain caused by the continuous feeding of the log or cant while the saws are at rest or slowly moving at the commencement of the down stroke. The principle of Mr. Bell's new oscillation is the hanging of the slides or pendulum, at a point below the hornpin in the saw frame, so that when the lower portion of the slide is advanced by the rocker arm, operated by the eccentric motion, the upper end is moved in the opposite direction giving a receding motion to the gate which is at the top of the stroke entering the cut. Owing to the perfect oscillation secured, the cutting efficiency of a gang will be greatly improved, thinner saws may be used, with a corresponding saving in kerf, the cost of upkeep of the machine reduced, and it is believed that the weight and extra construction of gangs now in use will be materially lessened as with this new gang motion there can be no undue strain or jar as the saws enter the cut and absolute uniformity of cut is maintained, giving the highest possible efficiency.

Figures for the month show an unprecedented increase in all lines of business, which speaks well for the general trend of trade. Building for the month is well on for double that of March last year, while for the quarter it was $1,574,035, as against $1,209,465 for the first three months of 1908. Land registry returns are about 50 per cent. greater than the highest record of any month previous while there is also a large increase in bank clearings. Business men are very sanguine, and conditions generally are very good. Permits for the past week amounted to $112,300, there being forty-two permits issued.

The B. C. Electric Railway Company has decided to use aluminum in place of copper for transmission purposes on its Chilliwack line, and has let a contract for 390 miles to the Northern Aluminum Company, Montreal, for $45,000. This company is a Canadian branch of the Pittsburg Reduction Company, and has its works at Shawinigan, Quebec. This is the first time that aluminum will have been used in this district. Its cost is about 25 per cent. cheaper, and although double the quantity is required in the wire it even then weighs only about half of that of the requisite amount of copper. At Nelson, B.C., a contract was let recently for 20 miles of aluminum wire which will be used for transmission purposes also.

There is steady talk of the establishment here of an iron works by James A. Moore, who has a plant at Irondale, Wash. An immense amount of iron is required here for various purposes, all of which is imported. Since the raw material can be obtained locally, and Government assistance is promised to the first concerns starting up, there is considerable inducement.

The new plumbing by-law which will be shortly considered by the city council, is based on the open-shop principle as regards the city's relations with plumbers. Under present by-law, provision is made for the examination of persons desiring to be registered as plumbers by a civic board of examiners, and parties engaging in the trade as master plumbers must be possessed of a city license and pay an annual fee to the treasurer. The new regulations will do away with these licensing provisions entirely, and merely stipulate the standard of work which must be maintained in plumbing in the city, leaving it open to any man to perform the work, providing he does it to the satisfaction of the plumbing inspector. The only examination as to proficiency mentioned relates to the inspector and his assistants, who must pass a satisfactory examination.

VICTORIA.

April 3.—The wave of prosperity still continues to wave over Victoria. The buildings under way and planned for the next few months, point to a banner year. In addition to those previously mentioned. Watson & McGregor, hardware and stove dealers, have been forced by the increase of trade and need of floor space to build new two-storey and basement block of about fifty feet front, by over a hundred feet depth.

Other blocks planned are a fine block for the Royal Bank of Canada, to be built on the site of the premises now occupied by W. Bownass, hardware dealer, who will be forced to look up new quarters. The B. C. Land Investment Co. are to erect a three-storey building to be fitted up for stores and offices, nearly all of which are already taken. Cameron & Calwell are to erect an up-to-date livery stable premises with a basement and two storeys to cost about $12,000.

The new six-storey block to be erected by Pemberton & Sons, is to be a very fine structure. When completed it will be the finest office structure in Victoria, and will cost about $200,000.

E. G. Prior contemplates having a switch line from the E. & N. Ry. run into his warehouse.

Nanaimo city council have been asked for cheap water and exemption from taxation for a few years by Wilson & Flumerfelt for the Vancouver Briquette Co., which is to build a $35,000 factory in Nanaimo, work to start immediately. Briquettes are manufactured from slack, the waste from coal mines. They

are used for heating purposes and are cheaper than coal. A market has been secured for 100 tons a day in Victoria and Vancouver.

Victoria was visited this week by Chas. F. Jackels, American representative, and Erwin Krusius, partner of the firm of Krusius Bros., manufacturers of cutlery, Solingen, Germany. Both gentlemen have a practical knowledge of the making of all lines of cutlery and your correspondent had an interesting conversation with them on the relative merits of German and English cutlery.

A by-law is being prepared and will be presented for the approval of the ratepayers of Oak Bay municipality to raise $50,000 for the water distribution, an agreement having been come to with the Victoria city council to supply the water at the city boundary. Tenders are also being called for the construction of sewers.

L. H. Fleischaeur who has succeeded Hy. Martin as Pacific Coast representative for H. S. Howland, Sons & Co., was in town this week. He reports trade very good.

A new theatre is to built here. A local syndicate has been formed and a site has been decided upon. The building will cost over $100,000.

A new coal company is almost ready to put coal on the market. The mines are situated on the northern end of Vancouver Island. A shaft has been sunk and a spur line of railway will be built to deep water, where the coal will be shipped to all points on the coast. The Pacific Coast Coal Mines Co. are the owners of the new property.

W.B.C.

NELSON.

April 3.—Frank Cellner, of this city, has established the Cellner Electric Company, to manufacture dry cell batteries. He has embarked in this venture because of the large number of gasolene boats in use on the Kootenay, Slocan and Arrow Lakes, and with the knowledge gained by long experience that he could produce a battery equal to the best and at a price that will compare very favorably with the imported article. The cells are of the usual size, in three brands, and by actual test are equal if not superior to any brought in. The material in the cells is Mr. Cellner's own formula and is the result of much experiment on his part. Already about 200 cells have been shipped to outside points. Three men are employed and 100 batteries per day are turned out. It is expected that this number will have to be increased shortly.

The Saskatoon high school board have purchased 3¼ acres of land on the south side of the river for a site on which to build a collegiate institute. The price paid was $18,000. It is the purpose of the board to erect a $100,000 building this year. The public school board will also have to extend their premises, while plans are out for a new school in Nutana.

HARDWARE TRADE GOSSIP

Ontario.

A. D. Bullock has purchased the hardware stock of L. E. Nix & Co., Brighton.

J. D. Burk's hardware store at Amherstburg, was damaged by fire last week.

A. M. Bell, hardware merchant, Halifax, was a delegate to the Missionary Congress in Toronto last week.

The Page Wire Fence Co., Walkerville, report sales for March showed a 40 per cent. increase over the same month in 1908.

M. S. Chapman Pickering, and J. Henry, of Henry & Son, Orono, were hardwaremen visitors to Toronto during the week.

The hardware and grocery business of P. H. Gamble, Grimsby, has been bought by E. S. Johnson. The purchase price was between $7 000 and $8,000.

A. Brodie who for the past two years has been with the Young Estate, Gravenhurst, has accepted a position in Frank A. Child's branch store at Cochrane.

The Montreal Rolling Mills Company, represented in Toronto by John H. Webber, have moved their offices from 60 Victoria St. to room 79, Home Life Building, corner Adelaide and Victoria Sts.

Jos. T. Henderson, Niagara Falls, sustained several thousand dollars' loss through a fire resulting from a gasolene explosion in his hardware store last week.

T. S. Hobbs, Toronto, W. M. German, M.P., Welland, and several officials of the Welland plant of the Plymouth Cordage Co., attended the golden anniversary celebration of the company at North Plymouth, Mass., on March 27.

Harvey McCullough, who is leaving the employ of the Peterboro Hardware Co. to accept a position with the Wm. Hamilton Co. at Peterboro, was presented with a handsome gold-headed umbrella and a eulogistic address by his fellow-employes a few days ago.

Fred W. Karn, Woodstock, Ont. has issued his sixth annual illustrated catalogue. Mr. Karn believes in good advertising and in addition to his regular newspaper space, of which he is a large user, sends this catalogue to 5,000 farmers and others throughout the territory surrounding Woodstock.

James Rolston, Dunnville, has disposed of his hardware business to Congdon & Marshall. Mr. Rolston will give his attention to the Electric Light Company, of which he is the general manager. He has been in the hardware business for over thirty years, and has made a marked success of it.

J. A. Hossack, sales manager of the Lufkin Rule Company, of Canada, Windsor, has returned from a six weeks' trip to the Maritime Provinces and Newfoundland. He reports the trade outlook very bright on the Atlantic seaboard, while Newfoundland is also experiencing prosperous times. Mr. Hossack leaves in about a week on a trip to the jobbing points in the West, going as far as Victoria.

Rice, Lewis & Son, Toronto, are getting their King St. store into shape again. The temporary warerooms on Wellington St. have been closed and the stock removed to the old King and Victoria Sts. stand, which is undergoing a thorough renovation. The ground floor will be devoted to sporting goods, ammunition, cutlery and brass goods; the second floor to builders' hardware, the arrangement of which is to be unique; and the other floors to heavy goods, household utensils, and garden tools.

Quebec.

Cote & Frere, hardwaremen and dealers in paints, etc., St. Johns have assigned.

William H. Evans, of the Canada Paint Company, is spending Easter at Lakewood, N.J., and New York.

Robert Munro, of the Canada Paint Co., who has been attending the Laymen's Mission at Toronto, has returned.

H. W. Aird, of the Canada Paint Co., Montreal, has returned to headquarters after a trip to Chicago and the Western States.

C. Dietrich, of Shurly & Dietrich, Galt, has returned from a visit to the Maritime Provinces, and has been visiting Montreal hardware circles.

James Reid, of Caverhill, Learmont & Co., Montreal, is away from business suffering from a bruised back sustained in a street car accident. Mr. Reid hopes to resume work in a few days.

The plant, machinery and stock of the Canada Horse Nail Co., Montreal, has been purchased by W. Mann, president of the Montreal Stock Yards Co., and also a member of the firm of Mann & Turner, contractors. It is understood that Mr. Mann has bought the property as a speculation. The purchase price has not been made public.

TEMISKAMING DISTRICT ASSOCIATION.

A hardware merchant at Cobalt writes: "Would be pleased to see an association formed in this district and do not think it would be hard to manage. I think if a dinner was arranged and have all the dealers attend it would go a long way to bring all parties together."

This suggestion is a good one and will likely be adopted by the Ontario Association officers.

The Dietrich block, when completed, will be probably the handsomest business block in Galt. It is now ready for the heating and other interior arrangements.

46c. Commission

for selling a

$6,000 Business

is not a very exorbitant charge and when you add to this statement the fact that the sale was made within a space of

4 Days

you must admit that the proposition is one that is worth looking into.

Here is the Advertisement

HARDWARE, stoves and tinware in city of London, Stock new, $6,000. Splendid opportunity, Good reasons for selling. Apply 111, Dundas Street, London, Ont. (8)

This advertisement appeared in Hardware and Metal, Feb. 13, '09 issue.

The following letter was sent to us Feb. 17, '09 :—

HARDWARE AND METAL,
Toronto.

Dear Sir :

Kindly cancel advertisement in Hardware and Metal "Business For Sale," as we disposed of same yesterday just four days after ad. appeared in your paper.

Yours truly,

McMURTRY HARDWARE CO.
per G. A. McMURTRY.

Have you not some proposition in which some hardware dealer or his clerks would be interested?

RATES—2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is required.

Send advertisement and cash remittance to our nearest office.

HARDWARE and METAL

MONTREAL	TORONTO	WINNIPEG
232 McGill St.	10 Front St. E.	511 Union Bank Bldg.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

A TRAVELER, calling upon the stove, tin and hardware trade, wants one or two side lines. Well posted in metals. Address Box 824, HARDWARE AND METAL, Toronto. (17)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

BUSINESS CHANCES.

IF YOU ARE LOOKING FOR A BUSINESS opening in the West, state particulars of your requirements to P. O. Box 1752, Winnipeg. (17)

WELL established general hardware business in a central Ontario town, surrounded by excellent farming district. Two railways. A good opportunity for young man. Best of reasons for selling. Box 825, HARDWARE AND METAL, Toronto. (19)

FOR SALE—In live western Ontario town of 1500, first class jobbing tinsmith and tinware business, with no opposition within ten miles. Stock and tools about $900. A snap for a hustler. Address Box 215, Glencoe. (16)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

A HARDWARE, Plumbing and Tinsmith business in a town in Western Ontario. Would recommend partnership of a plumber and hardwareman. Good reasons for selling. Write for particulars. Box 821, HARDWARE AND METAL, Toronto. (15)

HARDWARE and furniture business for sale on Winnipeg Wetaskiwin line in Alberta. Good district. Stock about $5,000, turnover $25,000. Real estate about $2,000. Sell or rent. Address Box 39, HARDWARE AND METAL, Winnipeg. [17]

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MISCELLANEOUS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

650,000—Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor Yonge Street and Wilton Avenue, Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

EXPERIENCED SALESMAN for hardware and stoves, with general knowledge of heating. Wholesale and retail. Box 822, HARDWARE AND METAL, Toronto. (16)

HARDWAREMAN, now in west, open for position. Would take charge of hardware department in general store. Box 25, HARDWARE AND METAL, Winnipeg. (15)

HARDWARE TRAVELER open for position. Has been calling on retail hardware trade in Ontario for fifteen years. Box 815, HARDWARE AND METAL, Toronto. (15)

HARDWARE salesman desires position, wholesale or retail. Four years' experience as traveling salesman. Box 823, HARDWARE AND METAL. (18)

SITUATION WANTED—As hardware traveler for Montreal city, or sample room clerk; both languages. References. Apply Box C.L., HARDWARE AND METAL, Montreal. (16f)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

THE Pease Foundry Company, Limited, have an opening for an Eastern Ontario representative with a knowledge of the heating business. The Pease Foundry Company, Limited, 36 Queen Street East, Toronto. (15)

SITUATIONS VACANT.

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal. (tf)

WANTED—One first-class tinner, capable of estimating and taking charge of shop. Apply with references, stating age and wages expected. The Hick Hardware Co., Lethbridge, Alta. (15)

WANTED—Experienced paint and glass traveler State previous experience and salary expected. Box 9, HARDWARE AND METAL, Winnipeg.

WANTED—A traveling salesman for the province of New Brunswick by wholesale hardware house of Montreal. Only A1 men need apply. Address Wholesale, Box 2310, Montreal. (tf)

TENDERS.

BUTTERWORTH AND COMPANY, LIMITED.

TENDERS FOR FOUNDRY AND HARDWARE BUSINESS AND BOOK ACCOUNTS.

Owing to the death of one of the Shareholders in the above-named Company, the directors have by Resolution (which has since been ratified by a Special Meeting of the Shareholders) decided to offer for sale by Tender, either en bloc, or separately, the following Assets of the Company:—

PARCEL 1.—The Stock of Hardware, Machinery, Store and Office Furniture and Fixtures and Good-Will connected with and belonging to that section of the business carried on at No. 197 Sparks Street, Ottawa, as per Inventory.

PARCEL 2.—The Foundry Real Estate, with all buildings connected therewith, on Broad Street, Ottawa, together with the Stock-in-trade, Patterns, Machinery, Tools and Good-Will, as per Inventory.

PARCEL 3.—The Book Accounts and Bills Receivable of the Company, as per Inventory.

TENDERS marked as such and addressed "Butterworth and Company, Limited, 197 Sparks Street, Ottawa," will be received up to and inclusive of Saturday the 17th April inst.

The highest or any tender not necessarily accepted.

Inventories can be inspected at the office of the Company at 197 Sparks Street, Ottawa.

Intending purchasers can also receive information by applying to the Toronto General Trusts Corporation, 30 Elgin Street, Ottawa.

A most favorable opportunity is now offered for the acquisition of a well ordered business, which has been established upwards of 35 years.

E. B. BUTTERWORTH,
President Butterworth & Company, Limited.

Dated, Ottawa, April 3, 1909.

TECHNICAL BOOKS

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.



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Chicago, Kansas City, New York, Minneapolis, San Francisco.
Write nearest office.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegra ph up to Noon on Friday.

Winnipeg Hardware Markets.

One fine day last week, the first for several weeks, was sufficient to encourage local dealers, who have been waiting long for trade to open up in builders' hardware and paints. These are the goods on display in almost every hardware store in the city. The enormous list of building permits issued during the past few weeks has yet to be materialized. Dealers have stocked up heavily in anticipation of an extra good trade, but the "extra" has not been realized so far, nor can it be said that the trade is very good at present. One thing is certain, if one-half the building is done that is expected during the coming summer, the hardware business will be the best the dealers have ever experienced in this city. The wholesalers report very heavy shipments all over the west and the local wholesale output is almost double that of one year ago.

This week will be an excellent one in the paint and varnish business. The housecleaning season is open now, and the paint contractors have a busy season before them.

It is intimated that nails will be advanced very soon, but as yet orders are being filled at the prices quoted. The features in this week's quotations are the sudden decline in shovels and linseed oils.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7, $4.25; ⅝x6, 7 and 8, $4.10; 7-16x7 and 9, $4.00; ½x8, 9, 10 and 12, $3.90; ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—40, 10 and 5 p. c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7⅞ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 12¾; British manilla, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—This is being handled at lower prices than those quoted, in a few quarters. The following prices are necessarily nominal, and lower markets will soon be general. Black pipe, ¼in. $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70, 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

PAINTS AND OILS—White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, oil, raw, 66c, boiled oil, 3c per gallon 3c per gallon advance on this price.

EDMONTON MARKETS.

April 8.—Barb wire, $4 per 100 lbs., plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — "MRM" and "Bell," $5.15 base.

HORSENAILS—"MRM," new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.



Do you want a sample for comparative test.
Post paid to any dealer at the wholesale price.

THE STANDARD STAMPING CO.
Marysville, Ohio, U.S.A.



If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest Life**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our Refined Linseed Oil.
All orders for this brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG - - CANADA

SUCCESSFUL ADVERTISING,

HOW TO ACCOMPLISH IT.
By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

THE ROOT OF THE MATTER

We want you to try a Pease Agency and be convinced that it pays to handle a line that is noted from coast to coast for

EFFICIENCY
DURABILITY
SIMPLICITY

Write for Catalogue

Pease Foundry Co., Ltd.
TORONTO, ONT

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

SHOVELS — First grade, $11.55 ; fourth grade, $7.60 per dozen.
HARVEST TOOLS—50-10 p.c.
BRUSH HOOKS—$9 per dozen.
LANTERNS—No. 2 cold blast, $7.75 per dozen.
FILES—Arcade or Eagle, 70-10-5 p.c.
SOLDER—23c per lb.
WRINGERS—Royal Can., $38 per doz.
CHURNS—45 p.c.
ROPE—Sisal, 11c per lb.; British manila, 12c ; pure manila, 15c.
BUILDING PAPER—Plain, 62c per roll ; tarred, 78c per roll.
LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.
AMMUNITION—Primers, $1.55 per M.; loaded shells, English and Canadian make. 12 gauge, black soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25; 10, $29 ; 12, Canadian, $24 ; 10, Canadian, $28 ; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 ; buck, $8.30 ; 28 ball, $8.70 ; powder, F.F., Hamilton, $5.25 per keg.

WESTERN CANADA GOSSIP.

Doull & Banbury, hardwaremen and implement dealers, Stoughton, Sask., have sold their implement business to A. L. Rigney.

Watson & McGregor, Victoria, have for a long time felt the necessity of increased accommodation for their growing hardware business, and have decided to build a new business block. The building is to be equipped with a modern elevator. The first floor will have a storage gallery and the offices will be on the upper floor.

ADULTERATED TURPENTINE.

Last week Hardware and Metal referred to the efforts of a U.S. concern to sell Florida, Georgia and Carolina turpentine on the Canadian market four or five cents below regular market quotations. The proposition looked questionable and later developments verify the first impression.

A Toronto firm received five barrels in February and not being pleased with the odor, drew a sample out of a barrel in the presence of three witnesses and forwarded it to the Department of Inland Revenue at Ottawa. The report of the analysis is as follows:

Referring to your sample of turpentine, I beg to inform you that the same has been examined with the following results viz.:

1. Sp. grav. at 15.5 deg. C.....0.8606
2. Refractive index, at 20 deg. C..1.4644
3. Hubl iodine number..... 227.4
4. Insoluble in acetic acid.
5. Refractional distillation, from

146 deg. C. to 156 deg. C.....18 p.c.
From 156 deg. C. to 180 deg. C.70 p.c.
Above 180 deg. C.....12 p.c.

These results indicate a considerable addition of a petroleum adulterant, the amount of this adulterant being at least 30 per cent.

(Signed) Acting Deputy Minister
Inland Revenue, Ottawa.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Foundry Supplies. — The Osborn Manufacturing Company, Cleveland, Ohio, in their catalogue No. 122, give a description of their varied line of brushes for stove polishing, furnace cleaning, foundry use, painting, etc., over 200 pages being devoted to outlining the various uses for their hundreds of varieties. Interesting novelties, shown in inserts, are their "sure death" fly-killer, and kitchen brushes mounted on stands for displaying a dozen for sale. The catalogue is too comprehensive to describe in detail but it is well worth having on file in every stove foundry or hardware store.

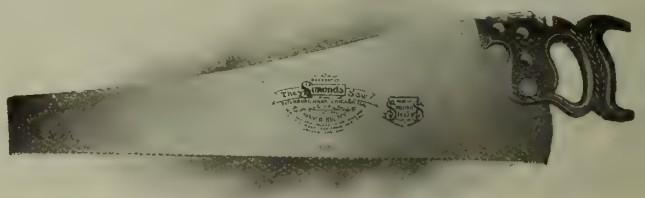
Floor Finishes.—The International Varnish Co., Toronto, has issued a booklet devoted to coverings for floors. The subjects of carpets and wax on floors are treated of as well as the right and wrong kinds of varnishes to be applied.

Hollands' Vises and Tools.—The 1909 catalogue of vises and plumbers' tools just issued by the Hollands Mfg. Co., Erie, Pa., is a neatly-printed and finely-illustrated booklet, the best and most complete ever issued by the company. Hollands' vises and tools are the product of twenty years' experience, and they are now used in many of the large industrial and railway shops in the United States and Canada. The vises have cold rolled steel screws with electric-welded steel heads. The company aims to keep their lines up-to-date on the basis of first-class workmanship and modern methods, and guarantee all their high-grade tools. Photogravures of the works in 1890 and as they are to-day occupy the back page of the booklet.

The Gurney-Oxford Way. — "Gas cooking with modern apparatus" is the name given the gas stove catalogue for 1909 published by the Gurney Foundry Co., Toronto. A chapter headed "Some New Facts" gives, by means of picture and pen, a description of the notable parts and new features of the gas stoves and ranges made by this firm. The valves, air-mixer, manifold, burner, oven door and oven lighter are treated of, and the improvements in the new series of Oxford gas ranges are prominently noted. A new stove this season is the 1909 natural gas range, and the Oxford Cabinet Gas Range for artificial or natural gas use is also a new line. A number of other varieties of gas stoves, ranges and appliances are also shown.

Hammers, Hatchets, Sledges, Axes.—The James Smart Mfg. Co., Brockville, have issued in separate form a catalogue of articles made in their tool department. Immediately on opening the book a handy index meets the eye. The various tools described therein are nicely grouped. Hammers of all kinds are shown from the tiniest tack hammer to ponderous blacksmiths' sledges. There are also chisels and wedges; axes and hatchets of all shapes, sizes and conditions. A useful memorandum for noting any special lines takes up the back pages of the book.

New Handsaws.—Catalogue pages announcing two new handsaws added to their hardware line are now being sent out by the Simonds Mfg. Co., of Fitchburg, Mass., and Chicago, Ill. Simonds No. 9 is a narrow-bladed, skew back ship saw and has been made in answer to a strong demand from carpenters. Simonds' No. 10½ is a skew back saw added for the purpose of giving dealers a wider range of choice when placing stock orders.



New Simonds Hand-saw.

TRAVELERS' TAX IN B.C.

There is no tax on travelers doing business in the cities of British Columbia. There used to be a provincial tax but this is not now in force. Travelers going into unorganized districts are taxed but this is more of a pedlar's tax and varies according to wares. With the exception of a few from Vancouver and Victoria, however, travelers do not go into these unorganized districts. The above only holds good in connection with merchandise other than liquors and cigars. The tax on travelers selling these in British Columbia is $50 for six months.

F. O. Lewis, president of Lewis Bros., Montreal, is expected back this week-end from England.

MACHINERY STEEL

SMOOTH AND IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO., LIMITED

MONTREAL

ROSS BROS. LIMITED

WHOLESALE HARDWARE

We are headquarters for

Plasterers' Hair

See our travellers before ordering elsewhere

EDMONTON, ALBERTA

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

The Sherwin-Williams News

VOL. I — SOMETHING NEW EVERY TIME — NO 2

Published by
THE SHERWIN-WILLIAMS CO.
Canadian Headquarters and Plant:
639 Centre St., Montreal, Que.
Warehouses:
Toronto, Ont. and Winnipeg, Man.
Edited by
THE LITTLE PAINT MAN.

The Weather



As in the past, weather of various kinds will prevail in all parts of the country during the Spring and early Summer months. The rain is going to fall on the houses of the just and the unjust, but it will only affect the ones that are not painted. The sun will shine impartially for all, but the man whose conscience is cloudless and whose business is healthy and growing will have nothing but bright days, rain or shine.

Taking it all together, 1909 is going to be a great year for the paint man.

The Little Paint Man

561

Little beds of flowers,
Little cans of paint,
Make a pleasant cottage
Out of one that aint.

Remember our Spring Advertising Campaign in 180 of the best newspapers throughout the Dominion is going busily on. Have "the goods."

Be sure to have your window well trimmed to pull early Spring business. Have you received our new Spring Window Trim? If not, write for it today. It is the best we have ever sent out to the trade. It shows the Little Paint Man (that's me) and partner on a scaffold, painting the side of a house, and is reproduced in five colors. Again I say be sure to send for this trim today if you haven't already received one.

Brighten Up Finishes are going to be a money making proposition this Spring for every merchant who handles them. Some Brighten Up locals in your newspaper will help wonderfully in moving these goods.

S. W. P. the Best Paint to Handle

You cannot afford to overlook the advantages afforded a dealer by handling a well known, high quality paint like S. W. P.

It is half sold before you buy it.
It gives satisfaction.
It advertises your store.
It brings repeat orders.
It brings you the best class of trade.
It pays a good profit.

Brighten Up



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

CAMPBELL'S VARNISH STAIN

The original and only real varnish stain for renewing all **Interior Woodwork, Floors** and **Furniture.**

We would like to tell you about the **Special Advertising Inducements** we offer with an order of these goods.

THE
Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The stamp mills at Hedley, B.C., are again running. Forty stamps are in operation.

Permits for twenty-two factories, costing $234,000, were issued in Toronto last year.

R. D. Rorison & Son are starting a sawmill and shinglemill just across the Fraser River from Eburne, B.C.

A machine and repair shop is to be established in Selkirk, Man., this spring. The promoters are C. Cornish and W. Overton, of Selkirk.

The East City Furniture Factory, Peterboro, is to be enlarged during the coming summer. An addition one-half the size of the present building will be built to the rear.

An official intimation from the British Columbia Copper Company, Greenwood, states that owing to better copper market prospects, in place of a close-down, as announced work will go on as usual.

The American Steel Range Corporation of Norfolk, Va., with a capital of $300,000, intend to commence manufacturing in Canada and establish a plant at Welland if arrangements can be made. The Canadian factory will be called the Stanford Steel Range Co.

It is stated that Campbellford is to have a pulp manufacturing company, which will employ a large number of hands, and that the building will be erected in the proximity of the Northumberland Paper Mills, operations to commence in the near future.

A number of passenger depots will be built along the line of the G.T.P. this summer. They have already been built at divisional points, but the next move will be to supply all the towns that have shown reasonable development. This work will be started in a few weeks.

There will be between 30 and 35 new elevators under construction along the G.T.P. within a few weeks, according to a statement made by J. E. Dalrymple, assistant freight traffic manager of the road. Mr. Dalrymple has just returned from an inspection trip as far west as Battle River.

The Dominion Government has accepted the tender of Haney, Quinlan & Robertson for the construction of the National Transcontinental terminal shops at St. Boniface. The amount of the tender, which was the lowest of those submitted, figures out to a total of about $869,000.

New Companies.

National Iron Works, Toronto; capital, $200,000; to manufacture iron and other metals. Incorporators, A. Mullin F. Lane and T. A. Silverthorne, Toronto.

St. Clair Construction Co., Toronto; capital, $40,000; to do construction business. Incorporators, J. L. Ross, A. W. Holmsted and W. L. Carr, Toronto.

The Ontario Lime Assn., Toronto; capital, $50,000; to manufacture sewer pipe, cement, etc. Incorporators, G. H. Kilmer, J. A. McAndrew and W. H. Irving, Toronto.

Maple Leaf Portland Cement Co., Toronto; capital, $50,000; to manufacture cement, oils, paints and stones. Incorporators, H. Riley, J. E. Riley and E. C. Ironside, Toronto.

Ontario Sanitary Mfg. Co., Windsor; capital, $40,000; to manufacture plumbing and sanitary supplies. Incorporators, F. A. Black, R. H. Evans and H. L. Evans, Detroit.

Muskoka Sand and Gravel Co., Toronto; capital, $40,000; to manufacture cement. Incorporators, W. Sandford, New York, and G. A. Marchant and H. L. Dunn, Toronto.

Simoneau et Dion, Sherbrooke; capital, $150,000; to construct buildings and manufacture sewer pipe and cement. Incorporators, J. Simoneau, A. Dion and E. D. Kelly, Sherbrooke.

The Wizard Furnace Co., Toronto; capital, $100,000; to manufacture heating apparatus of all kinds. Incorporators, J. E. Denise, C. E. Howarth and W. M. Weekes, Toronto.

The Blakely Oil Co., Chatham; capital, $25,000; to develop and treat ores, metals and minerals. Incorporators, S. L. Blakely, R. L. Gosnell and P. S. Shillington, Blenheim, Ont.

The Parry Sound Mica Felspar Co., Toronto; capital, $100,000; to crush and treat ores, metals and minerals. Incorporators F. L. Young, A. Bergquest and J. G. Harris, Minneapolis, Minn.

Welland Tin Plate and Sheet Co., Welland; capital $150,000 to manufacture tin plate, terne plate, Canada plate, polished blue steel for stoves, galvanized sheets and steel sheets. Incorporators, J. Huxley, Pittsburg; A. B. Spencer and B. J. McCormick, Welland.

General Building Notes.

London's building permits average 25 weekly.

A Y.M.C.A. building will be erected at Nelson, B.C.

Scott Griffin will build at Toronto a $14,000 residence.

W. D. Tummis, Toronto, will erect a $18,000 residence.

Ottawa's building permits last week totalled $30,900.

J. J. Downey, Toronto, will erect a $12,000 block of dwellings.

Scott & Mackay, Toronto, will erect a $11,000 block of dwellings.

R. N. Baldwin, Saskatoon, will erect a three-storey tenement block.

Grand Forks, B.C., reports building construction there very active.

R. J. Mattice will build a $100,000 apartment block at Winnipeg.

The Winnipeg Golf Club contemplate the erection of a large club house.

The Canadian Northern Railway will build a $250,000 hotel at Port Arthur.

Preliminary sketches have been prepared for the new Builders' Exchange, Toronto.

A new depot will be erected at Indian Head this summer at a cost of $17,000.

A. E. Playter will build a $20,000 public hall and business block at Toronto.

Stewart & Raymo, Toronto, will build an apartment house to cost $25,000.

Queens Avenue Methodist Church, New Westminster, will erect a new parsonage.

Henry Nixon will build at Toronto a row of stores and dwellings to cost $16,000.

The licensees of the Sherman house, Vancouver, will erect a four-storey structure.

Building permits are being granted at present at Vancouver at the rate of ten per day.

Elgie & Page, Toronto, have the contract for a $10,000 residence for W. M. McLaughlin.

The Y.W.C.A. are stated to be planning the extension of their building at Vancouver.

The Bank of Hamilton will erect a new bank building at Kamloops, B.C., to cost $30,000.

The Union Bank have purchased a site at Brandon for the erection of their new building.

J. H. Russell, Winnipeg, has just taken tenders for a new residence for J. J. Windrum.

The Bank of Montreal are contemplating the erection of a new bank building at Fredericton.

Alderman R. C. Vaughan, Vancouver, will build 24 houses in the north end of that city this season.

Jas. Morisen, Montreal, has the general contract for the erection of a $25,000 residence for R. B. Angus.

J. A. Powell, Edmonton, has taken out a permit for the erection of an office building to cost $12,000.

G. E. Williamson, Vancouver, has obtained a permit for the erection of an apartment house to cost $20,000.

W. C. Barnes, Moncton, N.B., has prepared plans for a store to be erected for R. N. Wyse at a cost of $10,000.

Northwood & Noffke, Winnipeg, have plans under way for several residences, the average cost of which is $10,000.

Wm. Wallace Blair, Winnipeg, has prepared plans for a six-storey and basement brick building to be built there.

Hall & Son, Toronto, have the contract for a $16,000 apartment building to be erected there for Thos. McIlwain.

Daoust & Lafont, Three Rivers, have prepared plans for the erection of a bank building for the Bank Nationale.

Edward Hobson, Vancouver, has prepared plans for a three-storey store and apartment building to be erected there.

Parr & Fee, Vancouver, have awarded to Peter Tardiff the contract for the Filion building to be erected at a cost of $20,000.

A permit has been issued covering the erection of a three-storey brick block at Vancouver for F. Fuller. Estimated cost, $24,000.

Simpson & Young, Toronto, have prepared plans for a residence and stable to be built there for W. T. Harris at a cost of $16,000.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

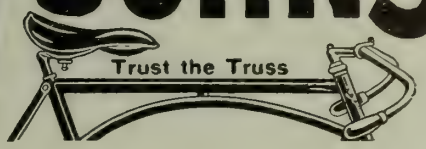
WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IVER JOHNSON

Truss Bridge 

Bicycle

The principle of the truss bridge has been applied to the construction of the Iver Johnson Bicycle.

This gives it the greatest strength—will hold big weights with little exertion—runs with easy "pushing"—is absolutely rigid—the running gear is always in perfect alignment.

The opportunities offered by our

Agents' Proposition

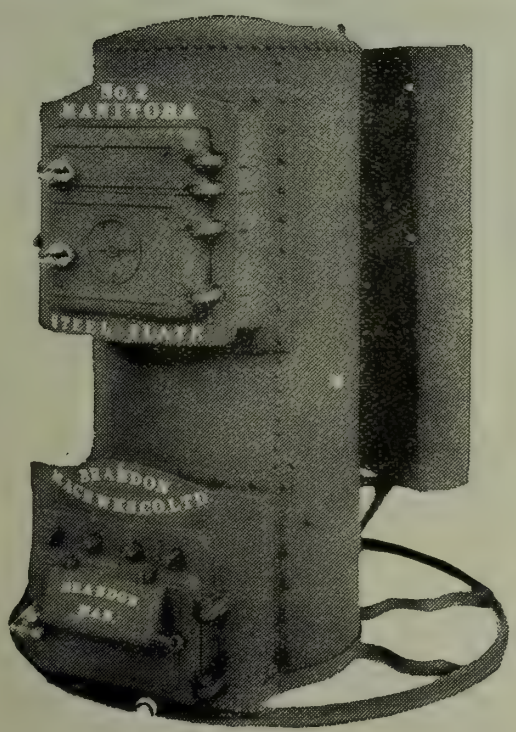
to make money are unlimited. Our catalogue, which will be sent for the asking, gives the 1909 models, prices and options.

Iver Johnson Arms & Cycle Works

Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

Pacific Coast Distributors: BAKER & HAMILTON, San Francisco, Cal. New York Office: 99 Chambers St.

Southern Selling Agents: HENRY KEIDEL & CO., Baltimore, Md.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

New Works of Enterprise Foundry Company

A Complete and Modern Plant at Sackville Replacing the Works Burned Last July.

Readers of Hardware and Metal who are interested in the industrial development of the Maritime Provinces will be glad to learn of the opening of the up-to-date stove plant which the Enterprise Foundry Co. have erected in Sackville to replace the one established in 1887 and destroyed by fire on July 29, 1908, when, during a thunder storm, lightning struck the buildings and the whole plant was swept away with the exception of a new brick power house.

The fire came at the worst possible time, in view of the fact that the company had an immense stock of stoves, ranges and furnaces made up in preparation for fall trade; and most discouraging of all, their carefully-selected and costly stove patterns were included in the ruin.

Less than two months after the fire, the Enterprise Foundry Co. started rebuilding on the old site, the magnitude of which may be gained from the fact that over 1,000 tons of stone and 553,000 bricks were used in its construction, and that it covers an acre and a half, leaving about the same amount of land for further extension.

The buildings, which are ranged in the form of a hollow square, as shown in the view given, are of brick and all one storey with the exception of the warehouse. The floors throughout are of concrete, covered in some cases with wood to facilitate working upon them. Substantial fire walls extend through the roof, separating the different departments, so that in the event of a fire occurring in any one building, it can be prevented from spreading to any of the others, the heavy tin-lined doors shutting off all communication.

The town has supplied very complete water protection, with a hydrant on each street in front and in the rear of the works, and one in the centre of the yard. Stand-pipes with hose attached are scattered throughout the buildings, so that every known safeguard from fire has been provided.

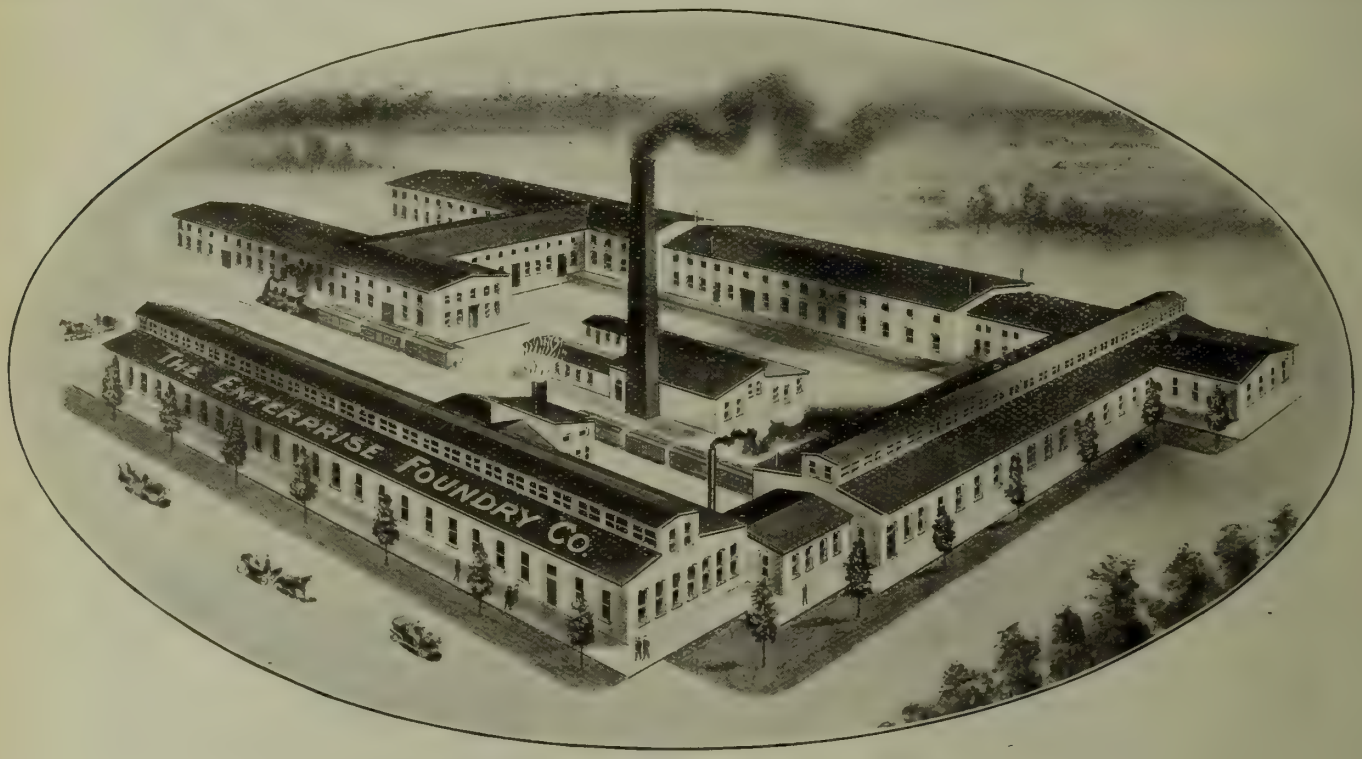
The departments are so arranged that the pig iron and other raw materials deposited from the cars at the foundry end of the square, are moved forward and through a most interesting process, re-appearing at the warehouse end in the form of a finely finished stove or range, securely crated and ready for shipment.

For the comfort and convenience of its large corps of workmen the company have made every provision. The workshops are roomy, well-lighted and ventilated. The buildings are comfortably heated a fan system being installed for distributing the warm air and promoting ventilation. The foundry has its own lighting equipment, but owing to the splendid light prevailing throughout the entire works, it is hardly necessary even in the middle of the largest room on the darkest day to use artificial light.

The power house, the walls of which were left standing in the big fire, is in the centre of the hollow square. Adjoining it is the pattern shop, where since the fire a large staff of men have been preparing patterns for the new and artistic line of stoves which the company are producing.

The moulding shop is 200x65 feet, and is fitted with the most modern devices procurable to lighten labor. Although adjoining the moulding shop, the cupola house is in reality entirely separated. It is 40x20 feet, and is connected with the yard by an inclined railway, through which are drawn the supplies of coal and iron. The cupola's melting capacity is seven tons of iron an hour, and frequent tests of the melt are made by analysis to ensure the castings turned out being smooth and tough, which means in the finished stove durability and beauty. The stage or charging floor surrounding the cupola is made of reinforced concrete.

Next to the moulding shop is the milling room where the castings from the moulding shop are put into heavy revolving cylinders which remove the sand and thoroughly clean each piece. When the castings are taken from the mills, all defective pieces are rejected and the perfect ones are then ground off and are ready for mounting. In the mounting and finishing shops, which are 150x70 feet, the process of making the complete and perfect stove is further advanced, each piece being carefully fitted and bolted into its proper place.



Enterprise Foundry Co.'s New Plant at Sackville, N.B.

In this department also is the machinery for constructing Enterprise Monarch Steel Ranges. The steel sheets are cut, bent, punched and rivetted; all by heavy machines, no heat being used at any stage of the process. The necessary copper and tin-work are also carried on here, each part being examined to see that it is perfect in workmanship, fit and finish, before continuing in its forward course.

Next in the chain of buildings comes the plating room, 50x50 feet, where the platers take the plain black castings in hand; and after many immersions in the different tanks and baths, produce brilliant plated work.

Then comes the final process of cleaning and crating, which is done in a building 50x25 feet, before removal to the warehouse where the completed stoves are stored until required for shipment. The warehouses are two-storey, to give greater capacity for storage, and the various entrances open out on a siding of the railway which runs into the works; so that the raw materials are deposited and the finished product loaded directly on cars for shipment.

On the whole, the plant is a model one, as complete and up-to-date as any on the continent President Fisher having visited a score of stove foundries in Canada and the States for ideas before rebuilding. Every known idea which makes for increased efficiency, lightening labor and reducing cost of product has been adopted, and the result is a stove foundry which is a credit to the company, to Sackville and to Eastern Canada.

In addition to the large business done by the company in the east, they have depots in Montreal, Toronto and Saskatoon. In Toronto Stewart & Co., 178 Victoria St., have been secured as Ontario agents (west of Peterboro), while at Saskatoon, the agency will be held by the Enterprise Hardware Company, a branch of Emerson & Fisher, St. John.

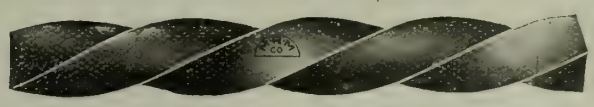
The officers of the Enterprise Co. are: W. S. Fisher, president; R. B. Emerson, vice-president; F. A. Fisher, manager; and A. E. Jubien, secretary, and to this progressive company and its staff Hardware and Metal extend congratulations upon the opening of their modern stove manufacturing plant.

CATALOGUES WANTED.

Hardware jobbers and manufacturers are requested to send copies of their catalogues to Frank A. Child, hardware and iron merchant, Cochrane, Ontario.

J. T. Henderson, hardware merchant, plumber, etc., whose store was practically destroyed by fire last week, will be pleased to receive new catalogues, price lists and discount sheets from jobbers and manufacturers, as he intends to continue business with as brief an interruption as possible.





Cold Twisted Steel Bars

For Concrete Reinforcement.

Concrete is now so important a factor in all work that contractors have on hand that it will pay the hardwareman to look carefully after this branch of trade.

For concrete reinforcement there is a demand for a bar possessing high elastic limit, great tensile strength and of such shape as to permit a close bond with the concrete.

Our Cold Twisted Steel Bar meets these requirements and has been found to give entire satisfaction.

We shall be glad to furnish full particulars regarding elastic limit, tensile strength, etc., and samples if desired.

The Montreal Rolling Mills Co.

Paint and Oil Markets

MONTREAL.

April 8.—The spring movement is more than ever in evidence and most satisfactory trade has opened out. Shipments are going ahead with a swing, while orders are getting more bulky as the time goes on. The strong efforts being made by various dealers throughout the country to induce painting are undoubtedly having a marked effect upon the consumer, and with the co-operation of the manufacturer, a fine spring season is anticipated. Ready-mixed paints continue greatly in evidence.

Turpentine and Paris green have been reduced this week 3c each, while the other lines are unchanged, and for the time being firm.

TURPENTINE—Owing to the accumulation of stocks noted in our report last week, and the further pressure of new supplies, turpentine has experienced a sagging movement, and quotations are down 3c. We now quote 55c for single barrels, net 30 days.

LINSEED OIL—Heavy shipments of linseed oil are being made. This is only natural as stocks are extremely light, most of the dealers having hitherto sent in orders to supply immediate wants only. The market is unchanged and we quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; strictly net 30 days.

GROUND WHITE LEAD—Satisfactory business is reported by nearly all the grinders, and with pig lead in its present state, quotations remain the same. We quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Red lead, litharge, and orange mineral, are all in good demand, litharge especially so. Prices are buoyant, and business is good. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks $4; kegs, $4.50; and smaller quantities, $5.50.

LIQUID PAINTS—A steady stream of orders testify to the increasing popularity of ready-mixed paints. The strong advertising efforts of the manufacturers have had a most stimulating effect in the demand for all colors.

VARNISHES—Orders may be reported as being fair to moderate, but the outlook is bright, and makers are most cheerful. Household, carriage and furniture varnish continue in best demand.

WHITE ZINC—White zinc is on the dull side, but prices are unchanged. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PARIS GREEN—Owing to sales of Paris green having been hardly up to expectations, and the pressure of outside competition Paris green quotations have been reduced 3c per lb., and we now quote: In 50-lb. drums, 17c per lb.; 1-lb. packets, 100 lbs., in case, 18c; 1-lb. tins, 100 lbs. in case, 19c.

PUTTY—A fair quantity of putty is now being shipped, but as there will not be an overabundance of whiting until the opening of navigation, grinders are not especially anxious to push sales at present for immediate delivery. We quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

April 9.—A very satisfactory volume of business is passing at present, and some paint lines are decidedly active. In this class might be classed lead and oil in which two lines there is a very big movement going on. Alabastine and wall finishes of all kinds are splendid sellers, being a distinctively spring line; varnishes, brushes, veneers, bluestone for spraying are also in seasonable demand. Mixed paints are called for in repeat orders and during the week orders have been very brisk.

Retail hardwaremen say Good Friday is the best day in the year for the sale of ready-mixed lines. Spring cleaning is on, and Good Friday being the first spring holiday, the man of the house avails himself of the opportunity to brighten things up. As a consequence the few days before the holiday are particularly good paint selling days.

In turpentine there is an easier feeling, and prices have declined two cents. Paris green, too, has come down, the decline amounting to three cents. All other prices are steady and unchanged though in the case of lead there is a firmer tendency.

TURPENTINE—Very easy this week is turpentine. Though the producing is turpentine. Though the producing season is backward, more so than for some years, and supplies are not coming forward rapidly, the speculation that has been indulged in in regard to accumulated old stocks, together with the cutting that has been going on in the south, has brought down local prices. Single barrels are 56c; 2 to 4 barrels, 55c; and 5-gal. lots, 61c, a decline of two cents. This makes the price at the lowest figure prevailing during the past six months, and within a cent of the lowest price since the depression struck the business world.

LINSEED OIL—There is a very big movement in this line just now. Prices are yet 59c for raw and 62c for boiled in single barrels, and the market is firm at the price. Five-barrel lots are selling one cent a gallon less than these figures. While there is a scarcity of seed the world's crop of last year was close up to that of 1907. India yielded about

All of the 70% Pure White Lead in

"English" Liquid Paint

is Brandram's B.B. Genuine.

All paint men know that Brandram's B. B. Genuine White Lead has been, for over a century, the standard lead of the world, and commands the highest market price.

Because we are corroders and make Brandram's B. B. Genuine White Lead by the original process, we can and do put this large percentage of white lead in "English" Liquid Paint, and give you the highest grade paint on the market at a moderate cost.

"English" Liquid Paint is guaranteed pure paint. The formula on the can shows that the paint is made on a base of 70 per cent. pure White Lead, 30 per cent. pure Zinc White mixed ready for use with pure linseed oil, pure turpentine and dryer.

Backed by unique forceful advertising, including a big newspaper advertising campaign this spring.

Just mail us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

Nothing so Good in England
Nothing so Good in Canada
as Muresco

Every day brings us stronger proof than ever that we are quite truthful in claiming that Muresco is superior to any other wall finish on the market.

Read this one :

March 20th

Box 433
Strathcona,
Alberta,
Canada.

TO MESSRS BENJAMIN MOORE & CO.
Toronto.

DEAR SIRS :

Please send me 1 Drum of Tinting White Muresco, also 1 Drum of No. 4, also 10 lbs. of No. 37 Fresco Colors and 10 lbs. of No. 34 Fresco Colors.

I have used many kinds of Distemper, in the Old Country and here and can assure you that I find Muresco to be the cheapest and best I have come across yet. It dries off as solid as a sheet, and has that nice soft appearance, which is hard to get with water paint. I am, Sirs :

Yours Faithfully
J. M. FULLAM, Decorator,
Strathcona, Alta.

Better Ask Us For Color Cards.

A POSTAL WILL DO.

Benjamin Moore & Company, Limited

High Grade Paints, Colors and Varnishes

TORONTO NEW YORK CHICAGO CLEVELAND



Keep the Pot Boiling.

Stir up the fire and keep the paint business boiling hot in your town, Mr. Dealer. There's nothing like a steady fire of facts to **"warm-up"** consumers to your proposition. So don't spare the fuel nor let the fire smoulder and die down so long as there's a building in your town that needs painting. Wherever there's a house that needs paint there's a possible customer for **Martin-Senour 100 Percent Pure Paint.**

And there ll be money in it for you to convince that customer, supply the **Martin-Senour Paint** and pocket the profit. A permanent, growing paint business can only be built on **quality paint.** That's why **Martin-Senour Paint** dealers do a bigger, better business year after year. That's why it will pay you to get our plan and let us help you kindle the right sort of fire under your pot. Remember that more depends upon the paint than upon the poker, so write today for the only way.

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

MONTREAL
The Winnipeg Paint & Glass Co., Ltd., Winnipeg

CHICAGO
The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

the smallest crop known, and the United States was only able to sparingly meet domestic requirements. Russia and Argentine produced largely, and Canada came up fairly well. The world's present consumptive requirements are estimated at 1,500,000 tons.

WHITE LEAD—This line is going out probably better than any other one paint line to-day. Prices are unchanged, but there is a firmness noted in the markets. No. 1 is $5.40 to $5.65; pure white from $5.80 to $6, and a superior line is offered at $6.25. Genuine red lead is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs. Considering the present price of pig lead these quotations are new prices for Ontario: Barrels (600) lbs.), 16½c per pound; arsenic, kegs (250 lbs.), 16¾c; 50-lb. drums, 17¼c; 25-lb. drums, 17¾c; 1-lb. packets (100 in case), 18¼c; 1-lb. packets (50 in case), 20¼c; 1-lb. tins (100 in case), 19¼c. These rates are f.o.b. Toronto, Hamilton and London.

PARIS GREEN—New prices are quoted this week and are to hold good for the whole month of April. These quotations, which are about ¼c higher than Montreal, show a decline locally of three cents. The terms are net three months, 2 per cent. 30 days. The pushing of English green at a low figure is said to be the cause of the cut.

STAINS AND VARNISHES—Being seasonable lines these goods in common with alabastine wall finishes, veneers, etc., are selling well. Brushes, too, are included in nearly every order, and bluestone for spraying purposes is very active. Prices unchanged.

GLASS AND PUTTY—Rather dull. Inquiry is slight. Unchanged quotations rule.

PETROLEUM—Conditions and prices the same as a week ago. Prime white is 13½c; water white, 15½c; and Pratt's astral, 17½c.

THE SPRING CAMPAIGN.

If the paint dealer has thoroughly digested, and acted upon, the advice that has been given him in these columns as to his spring campaign, he should be in the best shape to exact the fullest amount of success from the painting needs of his district. But there is one other point—and a most vital point, too—which has not been touched upon, and that is salesmanship. The paint dealer may have strictly set himself to follow out our advice—he may have educated the district as to the needs of paint; he may have planned a series of window displays; he may have trimmed the interior of his store so that paint gleams from all sides, but unless he backs up all this silent salesmanship with good direct talking points, then he greatly discounts his other efforts.

Not only should the merchant be ready to use those arguments which he employed in his schemes of educating the district to the value of painting, but he should add to those arguments so that he can deal with direct cases, and can grapple with any doubting customer who may enter the store, driving home the necessity of paint, paint, paint, with sledge hammer force. Just the same as in most lines of hardware, paint requires the brightest salesmanship to obtain the best results. Certainly there are very few articles in the purchasing of which, the customer displays a greater desire to get the advice of the merchant.

Very few people know anything about paint. They have little knowledge of what color will best suit, and less knowledge of how to apply the paint. There is no one to turn to but the dealer himself, and if through lack of enthusiasm in his paint department, the latter is not able to impart this information, the customer is disheartened. If the merchant wishes to prime himself upon all the selling points, he need have little difficulty in so doing. The paint manufacturers have brought them down to a fine art, and the merchant has only to read the matter sent him, and commit it to memory.

The dealer, however, may possess these pointers, and yet if he lacks enthusiasm they lose their force at once. He must believe in paint, and in the quality of his brands to make the most of his arguments. Nothing is more convincing than enthusiasm, and if he can radiate enthusiasm the customer will believe in him, and take his goods. The merchant must likewise see that his clerks are equally posted. He must inspire them with such enthusiasm until they cannot take up a tin of paint without launching out into the strongest tribute to the merits and virtues of its contents.

As we have pointed out before, paint selling, to be most successful requires a familiarity with the product, with its composition and with its method of manufacture. In addition a knowledge of the best color to use to meet individual cases, the most suitable brush to employ, and plenty of sound pointers as to applying the paint to its best advantage are necessary. The merchant cannot use his spare time to better advantage than in educating his clerks in paint salesmanship, and above all he must give them enthusiasm. Arguments from a mere talking machine are of little worth, but arguments delivered with real conviction, and inspired with the force of knowledge, are irresistible. If a merchant believes in his paints, he is bound to make a success of them, for the field is there, and wants but energy and tact to make it fruitful.

PAINT NOTES.

The Master Painters' Association of Scotland numbers about 200 members.

Arthur Ireland, Calgary representative of the Winnipeg Paint and Glass Co., died last week.

Dunkley & Austin, painters, Chatham, Ont., have dissolved partnership. Mr. Dunkley will continue the business.

Greeting!
Easter
1909
The usual weekly advertisement is suspended and
The
Canada
Paint
Co.
wish their friends and customers
A Happy
and
Joyous
Easter

Ramsay's Creosote Stains



It is a fact that these beautiful colors are coming more and more into popular favor every day. It would be a good idea for you to keep fully posted about them. We have a pretty card showing the colors, telling you how they work and what they cost. You ought to ask us for this card. It is worth having. There is a good profit in

Ramsay's Shingle Stains

and all the colors are fully guaranteed. You can make more money out of them than almost any other paint.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 The Paint Makers

Points For The Painter

to be found in

New Era House Paint

It is so well advertised, known and used that dealers who do not handle it, soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint and Varnish Company
Limited

Windsor, Ontario

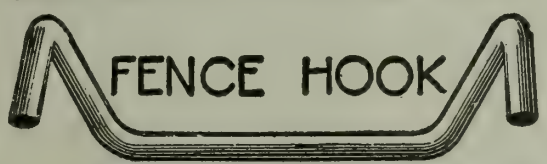
THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.

Manufacturers
RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK
For Fastening Wooden Picket or Wire Fences

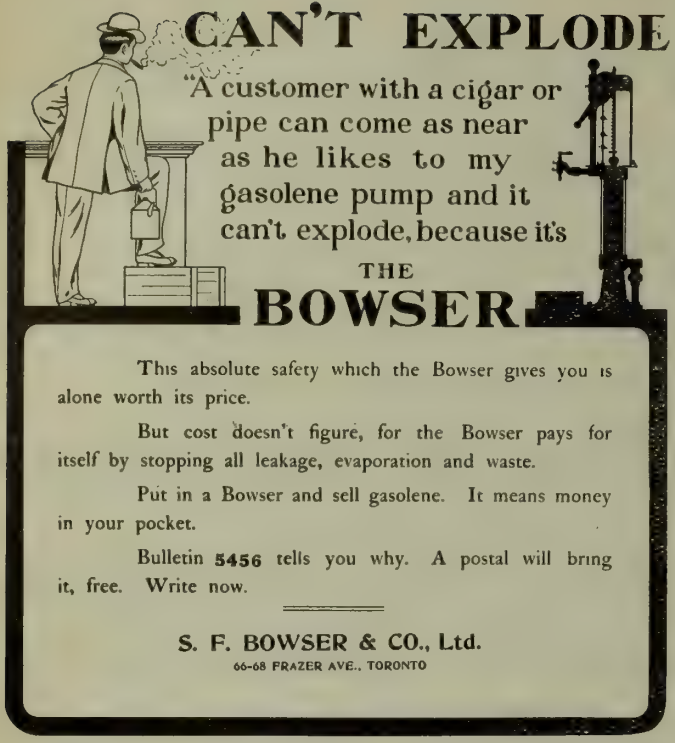


WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***



CAN'T EXPLODE

"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's

THE

BOWSER

This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin **5456** tells you why. A postal will bring it, free. Write now.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

DEAD—but Not Buried

Whiting and glue, kalsomine, etc., are DEAD ONES for wall decorative purposes. People don't want them. Yet, in spite of this, whiting and glue, kalsomine, etc., REFUSE TO BE BURIED. They get themselves into fancy boxes, take fancy names, and masquerade as imitations of Alabastine, which is as different from them as a diamond is from a glass imitation.

Alabastine

is a cement wall coating, made from gypsum rock. Alabastine is the line people want—

The Live Member

ORDER FROM YOUR JOBBER
OR DIRECT FROM

Alabastine Co., Ltd., Paris, Ont.



Giving Old Furniture A New Lease of Life

Every housekeeper who comes into your store is a good prospect for

LACQUERET

There's hardly an attic in your locality that could not be made to yield up some article of furniture to which an application of Lacqueret would give new life and beauty.

Make the suggestion to your customers. Tell them it is not a paint, stain or varnish—but a translucent Lacquer of unique composition that you are willing to guarantee. You are absolutely safe in guaranteeing Lacqueret to do all we claim for it—we stand back of every claim and our stand is based on actual, accomplished results.

We will mail you prices and advertising matter on request.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS

Customers

For FLOOR PAINT

are always satisfied when sold

Island City

DURABLE FLOOR PAINT

Dries hard right through to the pores of the wood in eight hours.

P. D. DODS & CO.

Limited

Montreal, Que.

There could be no Greater Tribute

to the quality of the Bear Lamp Blacks than that paid annually by the Largest Paint Grinders in the country by placing their contracts with us.



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.

REMEMBER,

we guarantee the "MAPLE LEAF" brand of **Linseed Oil.**

Absolutely Pure

Try it. We invite comparison. Send us a trial order and we will convince you.

Canada Linseed Oil Mills, Limited

ONLY ONE RUBEROID

300 Substitutes

Don't be deceived by the looks or by the name of a roofing. In the 17 years Ruberoid has been on the market, more than 300 substitutes have sprung up. Many of them are named like Ruberoid. Many are made to look like it, in the hope of deceiving you and your customers. But there is only ONE Ruberoid. And no other roofing is even half as good.

No other roofing can possibly be so good as Ruberoid, because no other roofing maker can use the processed gum we utilize in the manufacture of Ruberoid. It is our exclusive product—used only by us.

And when this remarkable gum is forced into the fibres of the best wool felt we can buy, it makes the felt perfectly weather-proof, fire-resisting, acid-resisting, a good insulator, tough and flexible enough to withstand the severe torsional strains every roof is subjected to.

Easily Laid--Lasts for Years

Besides, Ruberoid is extremely convenient, for any unskilled man can lay it without the slightest difficulty. And once it is laid, it makes a one-piece roof that is positively proof against all the assaults of the weather. The wind cannot get through. The rain, the snow have no effect on it.

And Ruberoid will last for years. The first Ruberoid roofs ever laid—in 1892—are giving the utmost satisfaction —cost practically nothing for upkeep—and are good for years to come.

Ruberoid in Colors

Ruberoid can be had in red, brown and green—rich, permanent shades that are suitable for roofing the finest dwellings, public buildings, etc. And the colors will not fade or wash off because they are impregnated in the roofing when it is made. The coloring is a part of the roofing itself.

How We Help You

But we go further than merely make the Ruberoid the BEST roofing obtainable. We are creating a demand for it—helping YOU to sell it. We are spending thousands of dollars in the best Canadian home and farm papers to arouse that demand. We are telling the wonderful story of Ruberoid in the most striking, the most convincing, the most truthful way we can.

You get the benefit of this advertising. The direct sales are yours, for every enquiry, every order that comes to us will be promptly turned over to you.

Be ready to share in the rich harvest of profits this advertising campaign is going to create. Be ready to co-operate with us to make it the greatest of all roofing campaigns. Write to us immediately—TO-DAY—for the special proposition we make in connection with this campaign. Ask, too, for our new roofing book, "All About Roofing." Address Dept. 92.

The Standard Paint Co. of Canada, Ltd. Imperial Bank Building MONTREAL - CANADA

The White Lead Association of Canada

This Association was formed in 1889, for the purpose of removing abuses in the sale of White Lead, and was successful in securing legislation which has contributed to securing that White Lead, marked "Pure" or "Genuine" must be absolutely free from adulteration. The Association adopted the following label, which is used by its members on all pure White Lead issued by them.

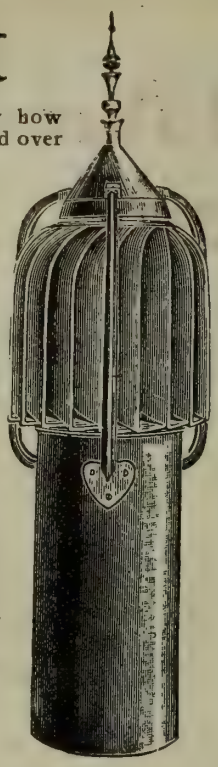


This label, the Association believes, is being imitated in several quarters, and the copy label is here shown in order that dealers may be careful to avoid imitations and secure White Lead bearing the guarantee of the Association.

This label is registered at Ottawa and action will be taken against all parties using any imitation thereof.

All enquiries will be answered by the Secretary, JOHN HYDE, Chartered Accountant, 304 Merchants Bank Chambers, Montreal

Double Profit



Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our

Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

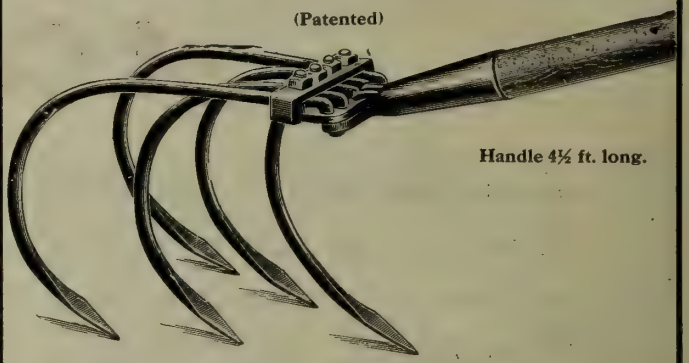
THE J. W. HARRIS CO., LIMITED
General Contractors and Manufacturers
MONTREAL

A Great Money-maker —

THE

"BUCO" GARDEN CULTIVATOR

(Patented)



Handle 4½ ft. long.

This is the time to push "BUCOS." No reason why you should not be reaping a harvest of profits.

The "BUCO" simply cannot be equalled as a weed-killer and a cultivator. This is not our opinion alone, but that of expert gardeners galore who have tried it and would not now be without it.

Stock up before your competitor gets in ahead of you. Gardeners will be buying from now on. Be ready.

The Jobbing Trade has them.

Bailey-Underwood Co.

SOLE MAKERS Limited

New Glasgow - Nova Scotia



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch



When you have a good job on hand don't forget we handle the best

LINE OF BATTERIES ON THE MARKET

Good at all times for work that requires abundant reserve strength

Quick Recuperation

Unusual Length of Active Life

R. E. T. Pringle & Company, Ltd.

Montreal Winnipeg



SELL YOUR FELLOW MERCHANTS

A GOOD "BOY POWER" DELIVERY WAGON



Cut on the right shows our all steel Canadian Express, a strong and practical delivery wagon, built to stand hard wear and tear, painted red and varnished, fitted with Stamped Steel Gear.

Cut on the left shows our Velocipede Delivery Wagon. Sheet Steel body 16 x 32 in., except bottom board. The boy covers hole in bottom with the seat when delivering goods. When returning he fits the seat in place and rides home. It promotes quickness and gives pleasure to the boy. Strongly made, handsomely finished. *Catalog "D" sent on request.*



THE GENDRON MANUFACTURING COMPANY, LIMITED
TORONTO, CANADA

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

The Condensed Ads. in Hardware and Metal bring results. Try one.



Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steamboat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now, and see how easy it is to earn this outing. Subscriptions may be sent in any time before July 15th next, but not later, as the remaining time before the fair is required to complete arrangements for traveling accommodation for those who respond to this offer.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will undertake to send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is indicated in the schedule opposite my X.

Miles from Toronto.		Number of subs.	Mark X
25 to	50	3	
51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	700	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	1500	80	
2501	2750	89	
2751	3000	97	

*Name*_____

*Street*_____

*Town*_____

*Province*_____

*My Ticket to be Via :*_____

*Railway*_____

*Boat Line*_____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

"The Busy Man's Policy is as Wide as this Great Dominion"

The offer on the opposite page is the broadest one ever attempted by any publication in Canada. Only a magazine with unbounded faith in its merits, in the people and in the country, backed up by ample resources, could attempt such an offer as this. Without restrictions, anyone living in this wide Dominion, whether in Nova Scotia, British Columbia, or any place in between, can have this trip by First-class regular trains. "No special excursion crowding at second-class rates." These tickets will afford you every comfort that any first-class ticket will or can afford during the Exhibition.

The management of this trip is in the hands of a committee who will handle it carefully, liberally, and to the satisfaction of all who accept it. This great offer is made to popularize Busy Man's Magazine, and every detail will be carried out in a manner to insure this end.

Busy Man's is only two dollars per year; any Man, Woman, Boy or Girl can earn this trip at a very small tax on their time. Send in your acceptance and we will send you sample copy and order forms.

This announcement first appeared a few days ago; already we are receiving acceptances from all parts of Canada. Take this offer at its face value, accept it and win the trip. We'll help you and carry out the offer in its entirety.

Busy Man's is a high-class monthly, in which topics and events of immediate interest are ably treated.

It is easy to sell because it bears the imprint of worth on every point that counts in good magazines.

Read what others say of it, in the letters on the margin. Then make up your list of those you think should subscribe, and see them and others without delay. Don't forget the "others," sometimes they are the best.

The Busy Man's Magazine

Toronto - Canada

UNSOLICITED TESTIMONIALS

I consider The Busy Man's Magazine the best I have yet come in contact with.
HENRY WILSON, Toronto.

We have subscribed to many British and American magazines, but found none to equal yours as a Business or Busy Man's Magazine. The articles are so admirably selected that one can start at the first and read right through to the last page and enjoy superior reading all the way.
AULD & CO., South Dunedin, New Zealand

We would not like to miss the future copies of The Busy Man's Magazine.
INGERSOLL PACKING CO.

The Busy Man's Magazine is the best magazine I have had the pleasure of perusing. If my subscription should lapse, do not stop it; jar me up on remitting.
A. B. BURRETT, Amigari

It is pleasing to record that Canada can boast of such a publication, whereby the man, who can devote only a short time to reading each day, may become thoroughly conversant with all that the brightest minds are producing, and what the world's leaders of thought and research are doing, discovering or planning.
Such a publication is The Busy Man's Magazine, which is replete with the latest contribution of the world's centres in political and commercial affairs, science and invention, labor, business, industry, art, etc. The Busy Man's Magazine is a Canadian publication, and places before its readers the greatest amount of instruction and profit in the handiest form and most attractive manner. It indeed fills a long felt want. — Peterborough *Daily Review*.

The Busy Man's Magazine takes first position in my opinion. It has more interesting, concentrated, common-sense information in one issue than most periodicals have in a whole year.
C. C. NASH, D.D.S., Bath.

The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefitted for the short time given to each article.
WM. THOBURN, Almonte

The Busy Man's Magazine is the only publication that I keep a file of; in fact I have to, because practically every article in the various issues has been blue pencilled by me for future reference. You have certainly succeeded in obtaining all of the articles of value from the principle magazines of the world, and as a consequence I have not only been able to save a great deal of time by reading your magazine, but also a good deal of money. For instance, I had subscribed for 32 different publications. I now find that Busy Man's Magazine covers the gist of the majority of them.
C. EDGAR WOOD,
Sales Manager Dominion Cartridge Company, Montreal.

Atkins Silver Steel



Segment Ground

Cross-Cut Saws

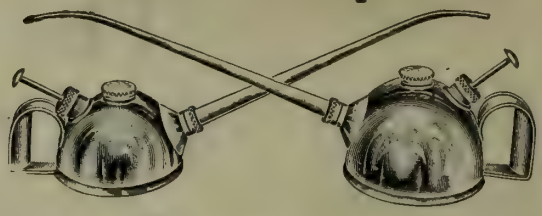
Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

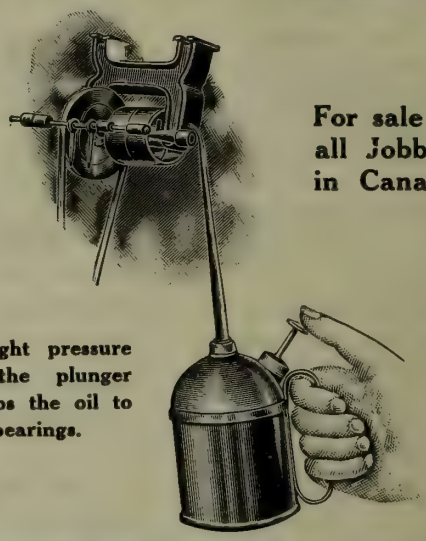
E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.

Howlands Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

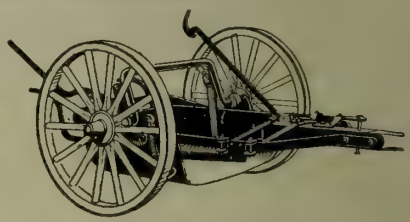


Wheelbarrows Road Scrapers, Trucks

Wheel and Drag

Of Every Description

For Railway Contractors, Gardeners, Coal Dealers, Cement Workers, both Wooden Tray and Steel Tray.



SELLING AGENTS: Alexander Gibb, Montreal; Bissett & Loucks, Winnipeg; John Burns, Vancouver.



THE MEAFORD WHEELBARROW CO., Limited

MEAFORD, - ONTARIO

SWASTIKA

LONG LIFE METALS

Copper Hardened

LONG  LIFE

Copper Hardened

LONG LIFE METALS

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure Grade High, Price Low. 25c. lb.

Liberal Discount to Trade.

Write for Booklet

The JAMES ROBERTSON CO., Ltd., 144 William St., Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO. Ltd PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business yard.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

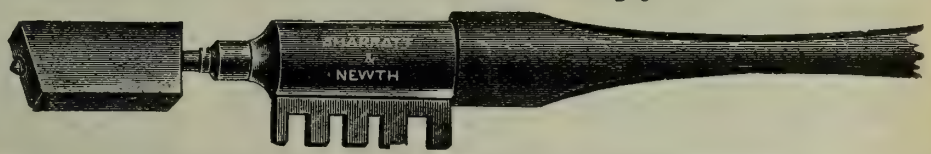
Since 1825, and a steady increase in sales due to their superior cutting quality.



R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "Genasco" Ready Roofing?

ALEX. McARTHER & CO., Limited

82 McGill Street MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

April 10, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 00
Cut lengths, round, bars, ½ to 2 in		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base		30 00
Braziers' (in sheets), 4x8 base		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 45

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 50
Middlesboro, No. 3 pig iron	19 50	21 00
Summerlee, No. 2 "	20 50	21 50
Carron No. 1	22 50	
Carron, special	20 75	
Carron, soft	19 50	
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (3oo)		25 00
Angles	2 60	2 50
Common bar, per 100 lb	1 90	1 95
Forged iron "	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel	1 90	
Sleigh shoe steel	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	
B.P.L. tool steel		0 10½
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. $32 50 31 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, "	6 75
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 75	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb.	4 75	4 75

Cut sheets ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50 5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 12¾
Light copper bottoms	0 10	0 11
Heavy red brass	0 10	0 11¼
" yellow brass	0 08	0 09
Light brass	0 06¼	0 06¾
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 70 p.c.
Standard Compression work, 65 and 5 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	1 75
No. 4 " " "	1 65
No 7 Fuller " "	2 00
No. 4½ " "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—60 per cent.
Steam Radiators—60 per cent.
Wall Radiators—60 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Size	Galvanized
¼ inch	2 03		¼ inch	2 86
⅜ "	2 25		⅜ "	3 08
½ "	2 63		½ "	3 48
¾ "	3 56		¾ "	4 71
1 "	5 11		1 "	6 76
1¼ "	6 97		1¼ "	9 22
1½ "	8 37		1½ "	11 07
2 "	11 16		2 "	14 76
2½ "	17 82		2½ "	23 57
3 "	23 40		3 "	30 95
3½ "	29 45		3½ "	38 9
4 "	33 48		4 "	44 28

Malleable Fittings—Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb	4 50 4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 05
Chrome yellow "	0 16
Golden ochre "	0 10
French "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

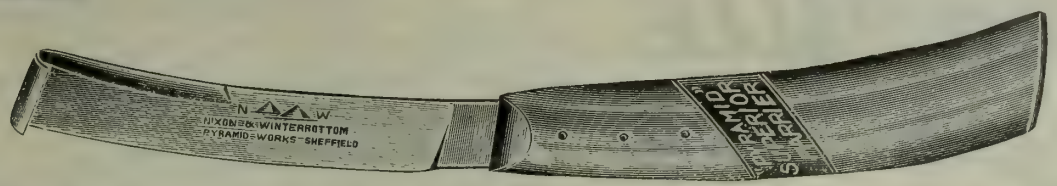
PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" " 100-lb. kegs	0 09

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins.	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 58
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's O.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $3 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll		0 70
O. K. paper, No. 1, per roll		0 75
O. K. paper, No. 2, "		0 70
Plain Fibre, No. 1, per 400 ft. roll		0 45
Tarred Fibre, No. 1, per 400 ft. roll		0 55
Plain Surprise, per roll		0 35
Resin sized Fibre per roll		0 40
Asbestos building paper, per 100 lbs.		4 00
Heavy straw, plain & tarred, per ton		37 50
Same in Maritime Provinces "		42 50
Carpet Felt, per 50 lbs.		1 40
Tarred wool roofing felt, per 100 lb.		1 80
Pitch, Boston or Sydney, per 100 lbs		0 70
Pitch, Scotch, per 100 lbs		0 65
Heavy Fibre, 32' & 60', per 100 lbs.		3 00
2 Ply Ready Roofing, per square		0 80
3 " " "		1 05
2 Ply complete, per roll		1 25
3 " "		1 45
Liquid Roofing Cement, brls., per gal		0 15
" tins "		0 20
Crude Coal Tar, per barrel		3 50
Refined Coal Tar, tins, per doz.		1 00
Refined Coal Tar, per barrel		4 50
Shingle varnish, per barrel		4 50
Caps, per lb		0 06
Nails, per lb		0 05
Mop cotton, per lb		0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.	" 0 95	1 65
English	" 2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets. No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness, crescent, 10 inch, doz		2 25
" No. 141, 10x12, doz		1 00
Hat & coat, crescent, plated, dz.		0 75
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
⅜ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Barton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb.	2 20 2 40
Solid	"	1 50 1 75

SASH CORD.

Per lb		0 25 0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb		0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes. 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German	per doz.	7 00 9 00
American	"	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Miller's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33	each	1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball peen, per lb.		0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen		6 00 9 00

Amatite ROOFING

TRADE B MARK

FIVE ROOFINGS TESTED

GENTLEMEN:- OAKFORD, Pa., February 15, 1908.

The Amatite Roofing you advised me to try has proved to be the best roofing I have on any of my chicken houses, having tested it for two years with four other roofings. Consequently, when I was compelled to buy a new roof on my wagon house, I used Amatite.

If you see fit to use this letter as a testimonial, you will be doing the chicken fanciers a great benefit.

If anyone wishes to see how the roofing lasts I will be pleased to have them visit my farm.

Yours truly,

HILL CREST FARM, WILLIAM F. FOTTERALL.

This is the kind of letters which we get daily regarding Amatite

When it was first put on the market a great many people were attracted by it, but did not wish to spend all their money in a new type of roofing, so they used some Amatite with the old-fashioned "smooth-surfaced" roofings right alongside so as to get a good comparison of their durability Now they are finding that Amatite WITHOUT ANY PAINTING lasts longer than other roofings that need CONTINUAL PAINTING, and they are writing in letters like the above.

Amatite has a surface of REAL MINERAL MATTER which will not rub off or wear off, as the coal tar pitch which holds it in place is a powerful adhesive.

The price of Amatite is very low. The smooth-surfaced roofings sold at the price of Amatite are usually a one-ply or half-ply grade which is very flimsy and light in weight, and do not compare with Amatite, which is FIVE-PLY. Amatite has a double layer Coal Tar Pitch, a double layer of wool felt, and A REAL MINERAL SURFACE.

Send for a sample of Amatite and see what the mineral no-paint surface looks like. You'll then understand why it is so much better than "painted roofing."

THE PATERSON MANUFACTURING CO., LTD. Toronto Vancouver Montreal St. John, N.B. Winnipeg Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each.... ..... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c.; No. 3 and 4 grade, 45 p.c.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz..... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's linen, No 1822, 66 ft. ea. 1 10
" linen, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....		9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25
Crown		4 85
Crescent.....		6 50
Sovereign.....		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25
" " 1¼ x 3-16 in (100 ft)	

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ⅝ " .... "	10 00
" " ¾ " .... "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web..... "	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ⅝ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 15½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " No. 2.....	5 50
Saw Vise 4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.	

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.'& 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron ..... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 85; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c. "Regal" Dense Smokeless Powder, 35 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 h.p

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.: spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

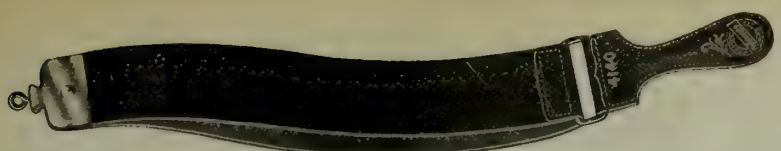
Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.



CLAUSS RAZOR STROPS



A good strop is as essential as a good razor. Combine the two and you have perfect satisfaction; separate them and you have trouble.

Clauss Strops are Guaranteed to give Perfect Satisfaction

MERCHANTS, WRITE FOR CATALOGUE AND DISCOUNTS

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper. No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 75
" No. 50, nickle-plated,	"	0 80
" handles, japaned, per gross		3 40
Common, plain		4 25
" plated		5 50
Asbestos, per set		1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary ..... per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk cans, 40 p.c.
Creamery Cans, 45 per cent
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast ..... per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths			7 00
7 inch	"	"	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 50 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 8 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 50 Galvanized 2 75

HAY WIRE IN COILS.

No. 9, $2.30 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $2.85; 6, 7, 8, $2.80; 9, $2 35; 10, $2 85; 11, $2.90; 12, $2.50; 13, $2.60; 14, $3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0 50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2 50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 65	2 70
Galvanized, plain twist	2 95	3 00

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2	75
Plain	2	50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2 "	"	10 00
3 "	"	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops			1 20
Crescent mops			1 50
Folding ironing boards	16	25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style	per doz.	8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	168 00
Connor, Improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WOODEN PAILS.

Cane's wire hoop 3-hoop	1	90
" " 3-hoop		95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz	33 75	35 00
Royal American, 11 in	33 75	35 00
Eze, 10 in., per doz		36 75
Challenge, 3 year, 11 in		36 50
Ottawa, 3 year, 11 in		41 50
Favorite, 5 year, 1 in		42 50

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16
Berg's wing pump, 75 per cent.		

ROPE AND TWINE.

Sisal		0 09
Pure Manilla		0 11
"British" Manilla		0 09½
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ¼ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet	per doz.	0 65
" " 60 feet	"	0 80
" " 72 feet	"	0 95

Twine.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal		0 08½
500 " standard		0 08½
550 " " manilla		0 09½
600 " "		0 11
650 " "		0 11½
		0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 35	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 10
" Axe	"		0 25
Lily white	"		0 15
Arkansas	"		0 42
Water-of-Ayr	"		1 10
			0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
200 lb. and over			00 80

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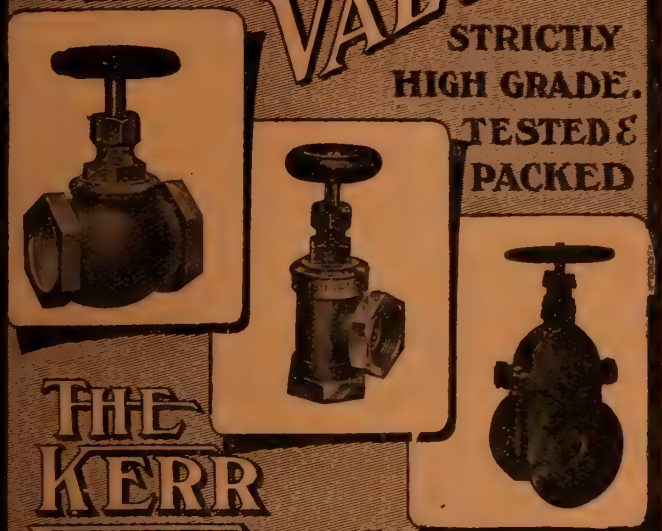
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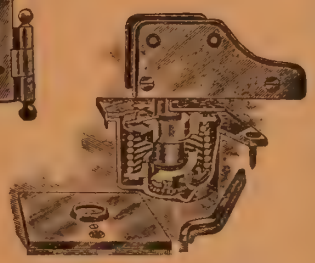
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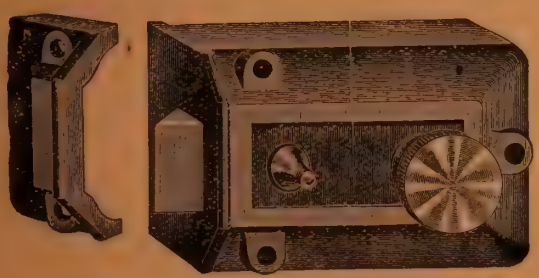
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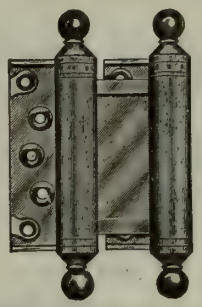
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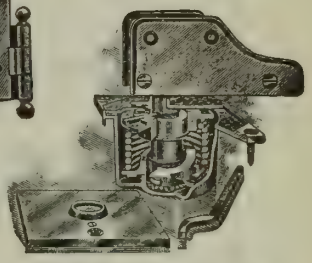
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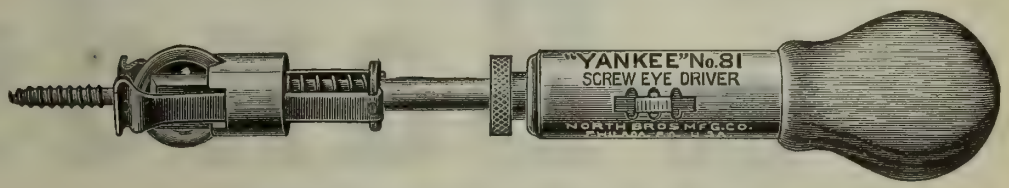
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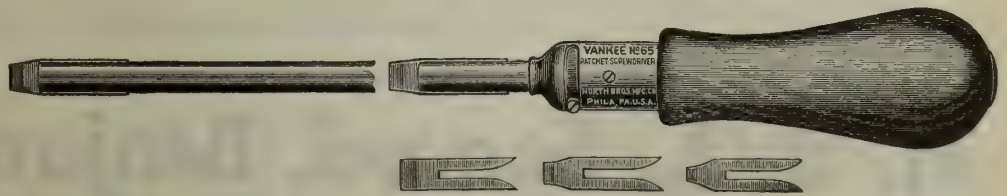
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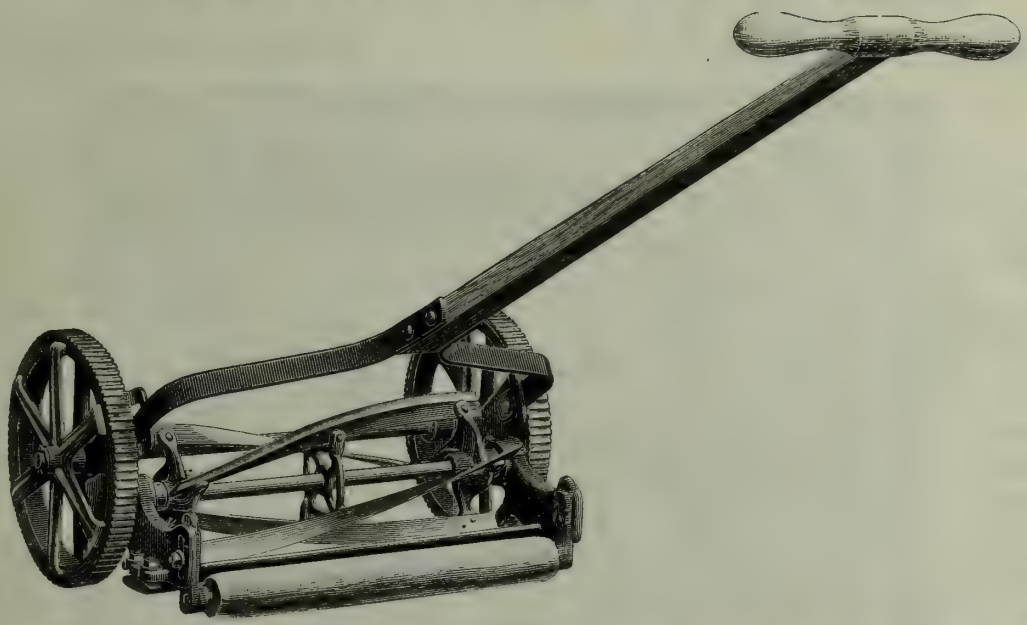
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Woodyatt Patent Socket Tree Pruner



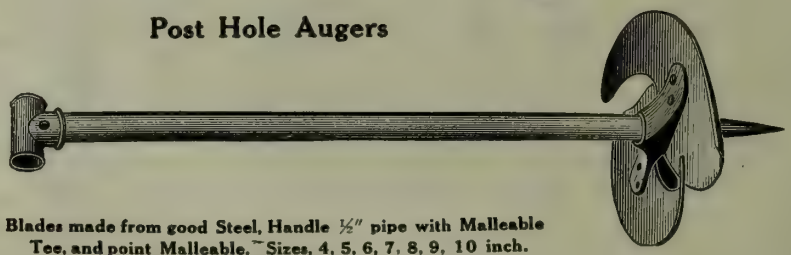
This is known throughout the world as one of the most useful inventions for assisting the growth and increasing the fruit bearing properties of Trees, made 4, 6, 8, 10, 12 ft.

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Japanned finish; a Twin Bracket to hold eight various Tools and Implements in a space of 12 in. projection. Size, 12 x 11 in. For use wherever Implements are kept.

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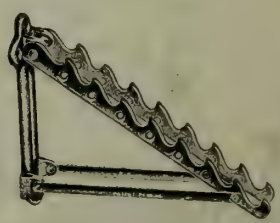
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Sprinkles uniformly over a circle 15 yards in diameter, fitted with adjustable wings for side sprinkling to prevent wetting walks, etc. Has Bronze Metal Thumb Screw.

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Can be used at any angle. Projects 13 inches. Very useful for Greenhouses and Harness Rooms, etc.

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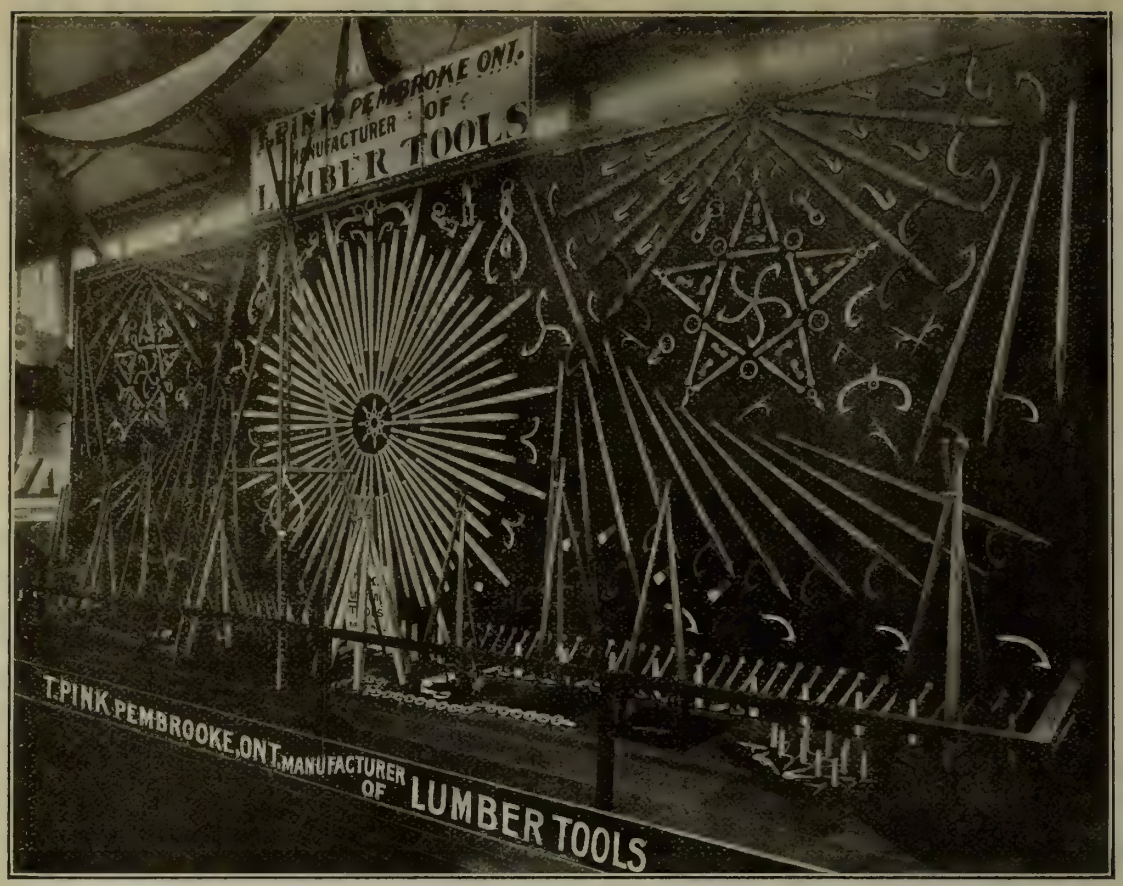
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Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high-grade finish, equal to first-class laundries. She of course asks the dealer for advice—in return he offers her the common wax—She knows it is impossible to do good work with the common wax—So she walks away—one customer lost.

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500 Circulars Packed in Each Gross.

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Built of steel, lined with a special fire-proof composition. They have stood the test of the world's greatest fires and preserved their contents intact.

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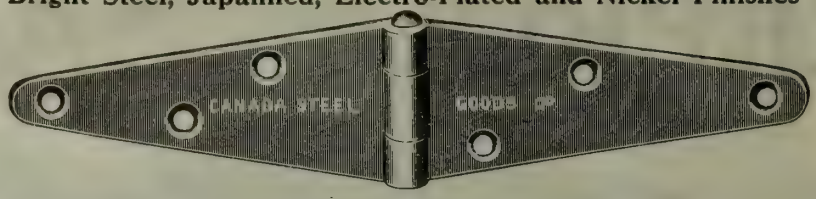
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Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand

Registered



Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

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Leave the Money in the Country Wherein You Expect to Make Yours

A MATTER OF PROFIT

IN SELLING BURMAN'S CLIPPERS

THEY ARE THE BEST KNOWN CLIPPERS IN THE WORLD.

The dealer who eliminates QUALITY and gives preference to price is taking a huge downward step. It robs SELLING POWER and DESTROYS the PROFITS.

BURMAN'S CLIPPERS HAVE THE QUALITY that will stand BACKING UP.

IT WOULD BE USELESS TO ADVERTISE If BURMAN'S did not stand behind it all with CLIPPERS that for THIRTY YEARS HAVE LED THE TRADE.

What clipper is known so well as BOWN'S NEWMARKET? It always brings repeat orders to the dealer. Jobbers recommend it because it's sound.

The "GRAND" Clipper is another leader. The only ball bearing clipper produced to-day.

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OUR CATALOGUE is copious with information—just what you should know in order to talk to the trade about BURMAN'S of BIRMINGHAM, ENGLAND.

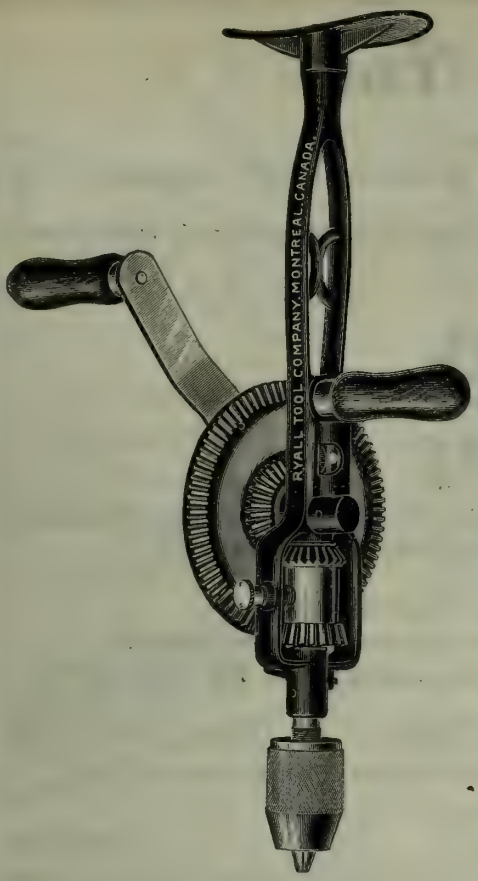
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No. 17 power clipper has met with unusual success owing to the superiority of its CLIPPING HEAD, its wonderful CUTTING QUALITIES, its anti-frictional design and its perfect balance. The gearing that runs the machine is in a dust proof gear box and it sells on sight.

Profit to you and satisfaction to your customer.

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No. 60

No. 60 Breast Drill

Manufactured by

Ryall Tool Company, Montreal, Canada

RYALL TOOL CO. Breast Drill is carefully designed and proportioned, durable, easy working and strong.

FRAME—Finished in black and yellow enamel.

HANDLES—Polished Hardwood.

BREAST PLATE—Adjustable to any position.

GEARS—All gear teeth cut from solid metal, and the small pinions from rolled steel bars. Double gears equalize the bearing.

CHUCK—Nickel-plated, three-jawed chuck with knurled sleeve, holding round straight shank drills No. 0-½ in. in diameter.

LEVEL—Is set in perfect alignment with the chuck and handle, which enables the drill to be held true. It is set in solid iron where it can be seen while in use, and is protected from all but intentional injury.

SPEEDS—Two speeds, one approximately three times faster than the other; readily changed to fast or slow by turning the knurled nut on the frame marked "F" and "S," at the same time turning the large gear slowly so the clutch may drop in.

SPINDLE—Runs in case-hardened, anti-friction cone bearing.

Length: 16 inches over all. Weight: 61 lbs. per doz.
Packed one drill only in a linen reinforced cardboard box.

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Decatur, Bull & Co.,

Selling Agents MONTREAL, CANADA

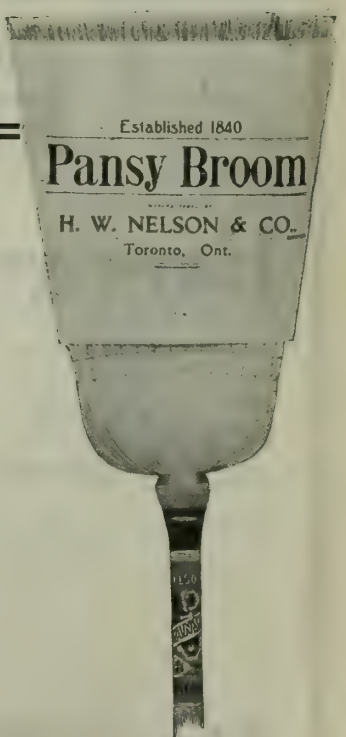
IT'S THE QUALITY

that sells a "Pansy" Broom and pleases your customer. We can sell you brooms of all grades at all prices. But in the

"PANSY" BROOM

we offer you something extra good in quality, that will make a friend of every woman who buys one from you. Just right in size, weight and springiness, splendidly made from the very finest broom corn. Its wearing qualities will keep your customers loyal to your store.

BUY FROM THE MAKERS



H. W. NELSON & CO., Limited

TORONTO CANADA

It Depends On You

Big business in Genasco Ready Roofing is yours if you want it.

We have created the demand by persistent vigorous national advertising, and it behooves every dealer to satisfy this demand in his territory.

Lots of dealers are meeting the demand, for the sales of Genasco have increased enormously in the last few years.

Genasco
Ready Roofing

is the roofing everybody wants, because everybody knows it's made of Trinidad Lake asphalt. We don't make a secret of it. We tell why Trinidad Lake asphalt is the greatest weather-resister known.

This gains the confidence of customers and helps sales.

The economy of such long-lived roofing also appeals to customers. That helps sales, too.

Are you looking for bigger business? Then stock up with Genasco and meet the local demand.

Mineral and smooth surface. Every roll guaranteed. Write for samples and full information.

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT PAVING COMPANY

Largest Producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.

Roofers' Supply Co., Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal

HAMMOCKS

Have you considered this matter?

You can make your Hammock Department one of the best paying departments in your store by selling "STAR BRAND HAMMOCKS"

Manufactured by

The Dominion Hammock Mfg. Co., Limited

DUNNVILLE, ONTARIO

Send for Catalogue with price-list and discounts, through your jobber

PALMER'S HAMMOCKS

AND

ACCESSORIES

LARGEST

AND FINEST ASSORTMENT OF PATTERNS AND COLORS ON THE

MARKET



LENO

7/4 AND 8/4

MADE IN NINE COLORS

ALSO

36 in. AND 40 in.

NETTINGS

Send for 1909 Illustrated Catalog showing 109 colored plates

THE I. E. PALMER CO.

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R. N. SCOTT

NEW YORK OFFICE:

55 WORTH ST.

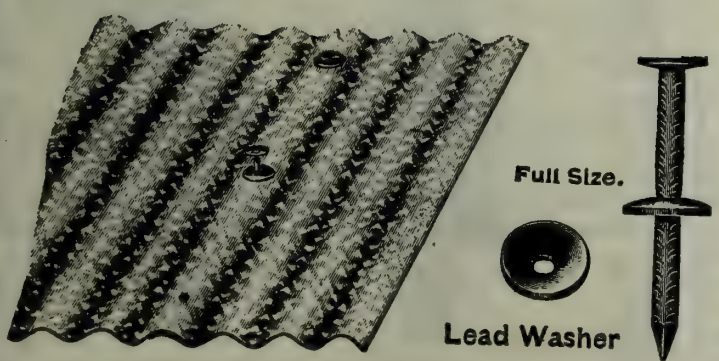
200 McGILL ST., MONTREAL

FACTORY AND MAIN OFFICE

MIDDLETOWN, ST., U.S.A.

The Original, Largest and Best Equipped Hammock Plant in the Country

LEAD WASHERS



The illustration opposite shows the application of our **LEAD WASHER** to **CORRUGATED IRON ROOFING** and **SIDING**. The advantage in using same is that it makes an absolutely **WATER-TIGHT JOINT, PREVENTS LEAKING** and **RUSTING** at the nail hole, thereby prolonging the life of a **ROOF**. Send for samples and special prices.

325 Washers to the lb. Packed in Boxes of 100 lbs.

THE CANADA METAL CO., LIMITED, TORONTO, ONT.

Quick!



Can't wait when cherries are ripe—must have the right machine, *quick*

Too late, then, to stock up. Better drop a line to your jobber *to-day*

Wherever cherries grow women who know, and 'most all of them do, will want

an "ENTERPRISE"

Cherry Stoner



If you have mislaid that latest red-covered catalogue of ours, write for another copy. No hardware store is fully equipped for business without it.

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Fruit Wine and Jelly Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

21 Murray Street, New York — 438 Market Street, San Francisco

Established 1802

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and. YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

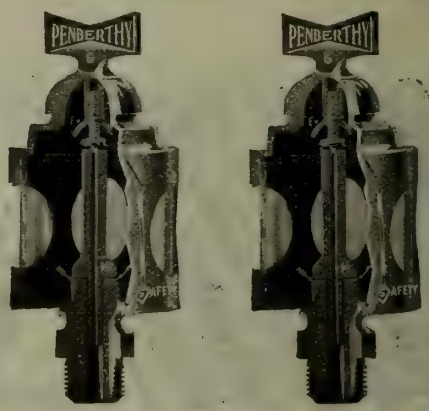
J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY

"SAFETY"

Crank-Pin Plunger Oil Cup



SPECIAL FEATURES

Large opening for filling the cup.
Easily and quickly regulated.
When engine stops running cup stops feeding.

A POSITIVE FEED WITH NO WASTE OF OIL.

Pages 46-47 of our No. 22 Catalog illustrate this line.
FOR SALE BY ALL LEADING JOBBERS.

Manufactured by

Penberthy Injector Company, Limited
Windsor, Ontario

PENBERTHY PENBERTHY PENBERTHY PENBERTHY

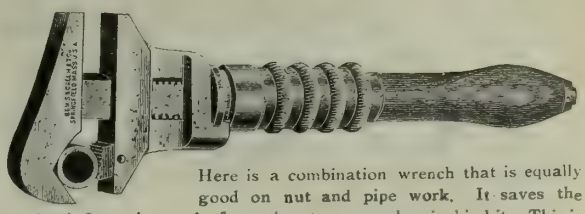
CORN AND BEAN PLANTERS



King of the Field, the best hand planter made. Triumph, the cheapest good planter.
Step Ladders. Curtain Stretchers. Folding Ironing Boards. Folding Clothes Bars.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE - ONTARIO

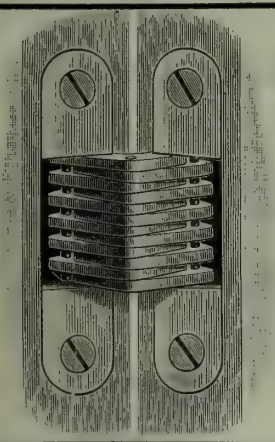
TWO IN ONE



Here is a combination wrench that is equally good on nut and pipe work. It saves the mechanic from the need of carrying two wrenches in his kit. This is the wrench that up-to-date mechanics will buy on sight.

WRITE FOR OUR CATALOGUE

BEMIS & CALL HARDWARE & TOOL CO'
SPRINGFIELD, MASS., U.S.A.



The SOSS Invisible Hinge

is as great an improvement over the ordinary butt hinge as is the electric light over the tallow candle. It is applied to the same part of the door and jamb as the butt hinge and is just as simple and easy to apply. It is being used almost exclusively by manufacturers for use on the finest work, like bookcases, china closets, wardrobes, ladies' desks, pianos, etc.

Send for descriptive booklet

The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



Diamond Brand Fittings

are used exclusively by the best and most expert

Gas and Steam Fitters

Note the Diamond

Are you selling them? If not, why?

OSHAWA STEAM & GAS FITTINGS CO., Limited
OSHAWA, - CANADA

JOSEPH RODGERS & SONS, Limited

SHEFFIELD, ENG.

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1692

Sole Agents for Canada

James Hutton & Company
Montreal

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office, - TORONTO, ONT.

District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

GLUES, GELATINES, SIZE, etc.

When in the market for these lines, send for our quotations.

Or, better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

In The First Issue In MAY

we will show a full page illustration of the latest design

COW TIE

It will interest YOU

The PRICE is RIGHT with good margins for the dealer.

Oneida Community Ltd., Niagara Falls, Ont.

STANDARD CHAIN COMPANY of CANADA, LIMITED

SARNIA, ONTARIO

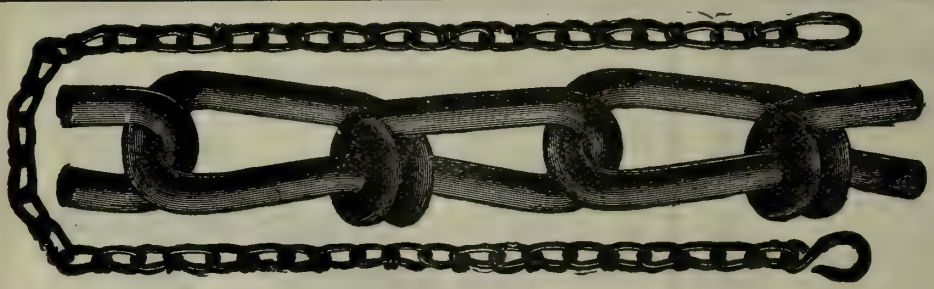


COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

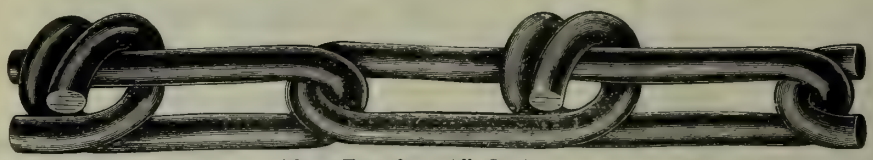
EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

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Before Testing



After a Test of 2315-lb. Strain

NEW PROCESS
Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

The B. Greening Wire Co., Ltd.

Hamilton, Ont. Montreal, Que.

THE MORRIS & BAILEY STEEL CO.

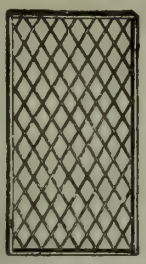
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

BLACK JACK

The Wonderful Paste for Family Use.

TRY IT



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case



THE FENCE THAT LEADS

Any manufacturer can make this claim for his product. It is not so easy to demonstrate it. We are willing that customers should put our fence to the severest test. We know The

DILLON HINGE STAY FIELD FENCE

will not come out second best. The strain is at the hinges only. The strands are made of high carbon, hard spring wire, and will not sag.

Send for our Catalog

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { **Messrs. Caverhill, Learmont & Co., Montreal**
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

WIRE

We manufacture all kinds of Wire, for all purposes. We solicit your enquiries and orders.

Get your specifications in now for first boat shipment for

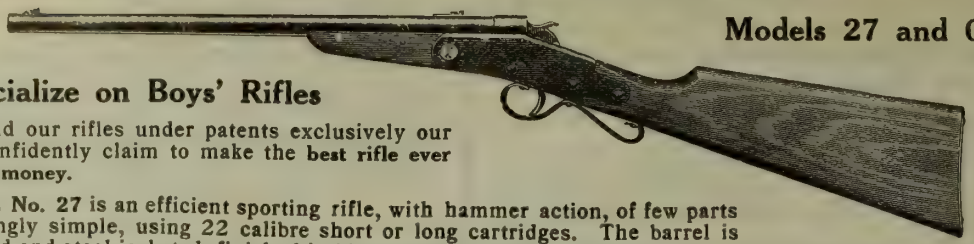
Barb Wire, Staples, Nails, Galvanized Wire, Galvanized Coiled Spring Fencing, etc., etc.

Dominion Wire Manufacturing Co., Ltd., Montreal

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

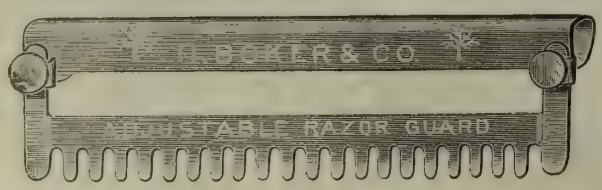
They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

We Illustrate Here

A Guard which will make a Safety Razor out of every Boker Razor



Beware of the much advertised Safety Razors which have no merits of quality except that they are advertised. With one of these guards and a Boker razor you have a shaving outfit that will last a life time. Guaranteed quality supreme.

If you shave yourself send for one of our booklets. It's free.

McGILL CUTLERY CO., Regd. **P.O. Box 366, MONTREAL**

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Horse Shoes

Belleville **Brand**

Belleville Iron & Horseshoe Co., Ltd.

Manufacturers of

BAR IRON AND HORSE SHOES



Martin's Store Ladder
Low Down High

For all merchants that carry merchandise on shelves enquire of E. R. CASE, Toronto

A Few Testimonials

Rockford, Ill., May 27, 1908.

Mr. S. B. Martin, Dalton, Ohio,
Dear Sir,—Ladder is very satisfactory—the new track holds up and were we fitting a "string of stores" we should place your ladder in each one of them.
Very truly,
Hunter Hardware Co.

Toronto, Ont., Sept. 28, 1908.

Mr. S. B. Martin, Dalton, O.
Dear Sir,—We are well pleased with the "Low-Down-High" Ladder you installed in our warehouse some weeks ago. We find same works very easily and smoothly and makes the work of filling orders from the shelves a very easy matter compared with the old style of ladders. We will be glad to receive quotations for Ladders for other parts of the Warehouse.
Yours truly, T. Woodbridge & Co.

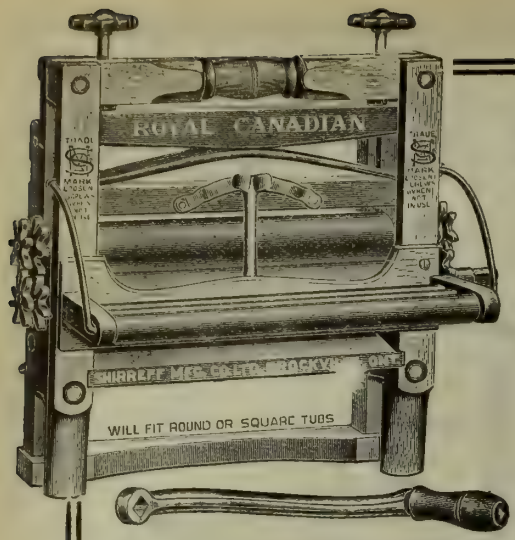
ORNAMENTAL
IRON GATES



We are making a new line of **Standard Iron Gates**—Single and Double—to sell at a low price with a good profit to the dealer. We have a new Catalogue and New Prices that will interest you.

Write for particulars and terms to Dealers

DENNIS WIRE & IRON Works Co., Ltd.



CORNER THE WRINGER TRADE

in your town by recommending at all times and on every occasion possible

SHIRREFF'S DIVIDED WRINGER

The main feature to note is that it has a dividing bar in the centre and thus the rubbers wear evenly along their entire length. In the ordinary wringer they wear in the centre and soon become useless.

Send for Our Price List

THE SHIRREFF MANUFACTURING CO.
Limited
Brockville, Ontario



CONGO ROOFING

A SURETY BOND GUARANTEE with every roll

Congo 3-ply Ready Roofing is so good that a *Surety Company* is perfectly willing to guarantee it for *ten years*. It is generally known that a Surety Company doesn't take any extraordinary risks, so in backing Congo they made pretty sure it was the best ready roofing to be obtained at the price. And *we* know it is also.

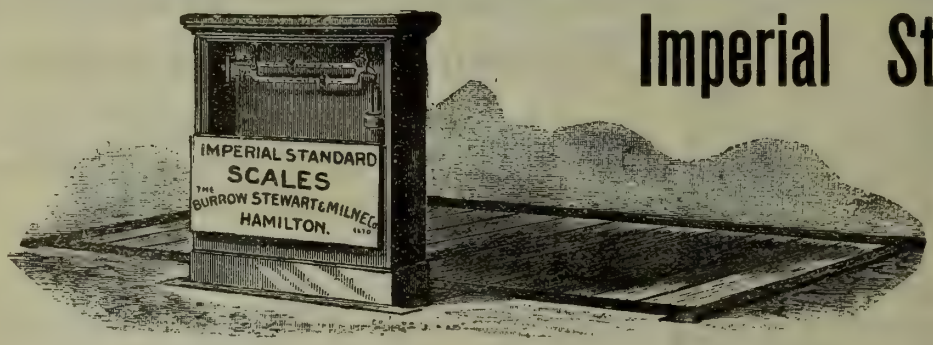
In buying Congo you take no chances. Follow directions, and there your responsibility ends. Congo 3-ply will give the right kind of protection for ten years. Whether you buy one roll or a dozen rolls you get the same guarantee, for a Bond goes *with every roll*.

Furthermore you have the privilege of examining the bond before buying Congo, for a sample bond as well as a sample of Congo will be sent free for the asking.

Write to-day. It will pay you to investigate this offer.

United Roofing & Manufacturing Co., Philade'phia, Pa.
Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal., Mechanics Supply Co., Quebec; S. Hayward Co., St. John; Miller-Morse Hardware Co., Winnipeg; Geo. E. Smith & Co., Halifax; E. G. Prior & Co., Victoria, B.C.



Imperial Standard Scales

Waggon Scales from 3 to 15 tons capacity of the very best pattern—strong and accurate.

Single Beam, Double Beam, Compound Beam.

Special prices on application to the manufacturers.

THE BURROW, STEWART & MILNE CO., Limited, HAMILTON, ONT.

Catalogue of 128 pages, showing scales for all purposes of all capacities for use in any business, sent to any dealer on application.

WE MAKE A SPECIALTY OF

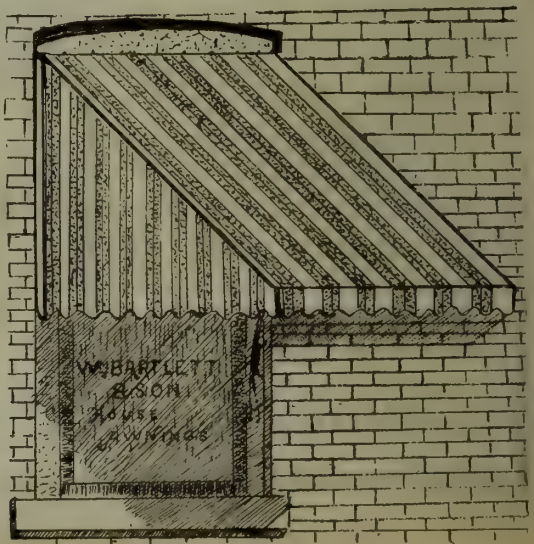
AWNINGS

For Private Houses, Office Buildings, Institutions, Warehouses, etc. We have a fine range of patterns of best make of striped duck. Our prices are low and our manufacture is unsurpassed. Send sizes of windows for price.

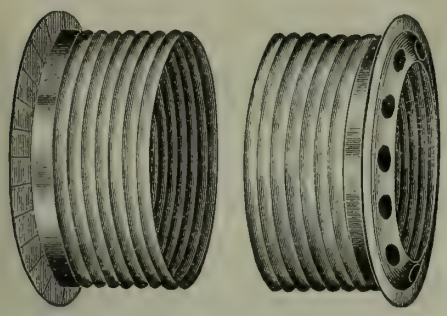
AGENTS WANTED

WM. BARTLETT & SON

20 Adelaide Street West, Toronto



O.K. Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of-two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper.

THE FENCE THAT SAVES EXPENSE

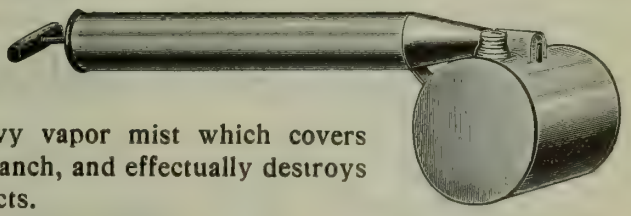
is the fence for you to sell, because it will please your customers and increase all your trade.

PEERLESS

is a money and time-saver for farmers. Its lasting qualities save repair bills and make satisfied customers for you. Ask us about the profits on Peerless Fence.

The Banwell Hoxie Wire Fence Co., Ltd.
Dept J Hamilton, Ont. Winnipeg, Man.

Farmers, Gardeners and Florists use Wright's Spray Pump



It throws a heavy vapor mist which covers every leaf and branch, and effectually destroys all injurious insects.

Made in Plain Tin, Japanned Tin, Brass Well, all Brass and Galvanized.

E. T. Wright & Co., Hamilton, Can

Have You Booked Up for Oil Stoves, Gasoline Stoves, Ovens, etc.?

If you are a wares customer of ours you know what a bunch of good ones travel under the names of "Model Blue Flame" Oil Stove, "Golden Star" and "Triumph" Lamp Stoves, "Famous Queen" Oil Stove, "Boss Junior" and "Ideal" Gasoline Stoves, and "Famous" Oil Heaters.

If you are not already a wares customer of ours we want you to know these lines, their selling value, their advertising value, their trade-getting value.

Specify the McClary Line and you get in touch with public opinion.

McClary's

London Toronto Montreal Winnipeg Vancouver St. John Hamilton Calgary



Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited

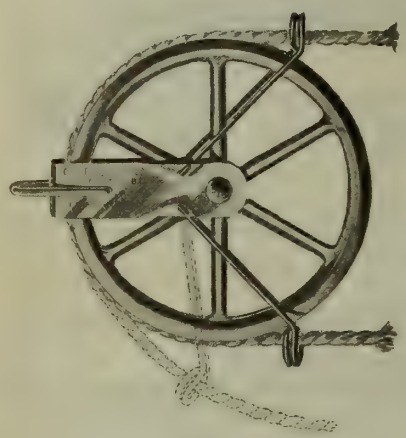
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



A Child Can Operate the "Rollston Easy" Pulley

It has many decided advantages over other and smaller clothes line pulleys. Its strong features are

LARGE WHEEL. STEEL YOKE. ADJUSTABLE GUARDS. SUSPENDING LINK

In two years it has won wide recognition and a demand has been created for it in every quarter. Made in two finishes—galvanized and japanned—it is a sure seller and an article that you can successfully push.

Write for terms.

The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Tumbler, Soap and Brush



HOLDERS FOR THE BATHROOM

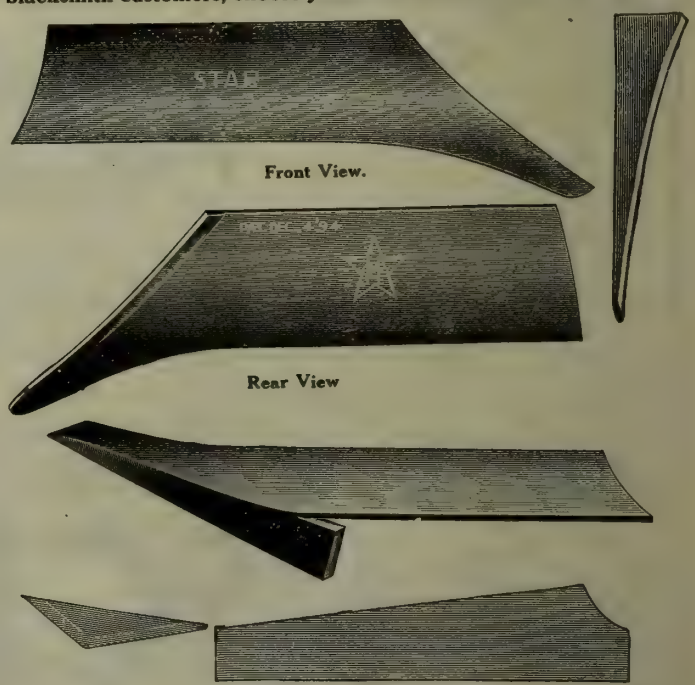
They are all beautifully nickel-plated, are easily attached and prove a distinct ornament to any bath. Our goods in finish, quality, design and attractiveness will appeal strongly to your customer, Mr. Dealer, and will afford you a good profit. Send for our catalogue.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto.

Blacksmiths buy these goods of HARDWARE DEALERS in many cases, and most Hardware Stores carry them to accommodate such trade. The STAR PLOW SHAPE blanks are the kind, which by special pattern and shape, are most attractive to them. See your blacksmith customers, choose your JOBBER from



Front View.

Rear View

C. Kloepfer. ....Guelph, Ont.
Jas. Cowan & Co.....London, On .
Wilkinson & Kompass .. Hamilton, Ont.
J. H. Ashdown Hdw. Co .Winnipeg, Man.
Ross Bros ....Edmonton, Alta.
Wilkinson, Kompass & Hawkey, Ltd..... Winnipeg, Man.
Miller-Morse Hdw. Co ...Winnipeg, Man.
Geo. D. Wood & Co.....Winnipeg, Man.
Marshall Wells Co .....Winnipeg, Man.
D. Ackland & Son ... Winnipeg, Man.

Kindly send one of them an order.

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X CELLS are the only Dry Cells which show NINE LIVES.

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The Best Door Closer is
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

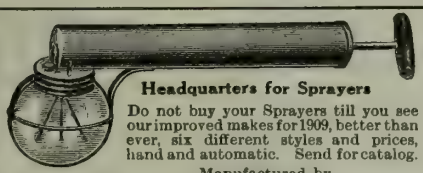
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Hospital St. - - - - - Birmingham

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GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
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Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

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THE COLLINS MFG. CO., TORONTO.

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BAKERS' OVENS
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There's good money supplying the local baking trade with our line of Baker's supplies.

Write us for prices.

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Are you interested in any of the lines that are advertised?

A postcard will bring you price list and full information.

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The PARMENTER BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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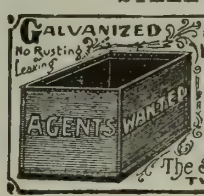
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No. 70 Polo
The Steel Spring Snap that has a "snap."

No. 400 King
The Snap without a peer.

STEEL TANKS.

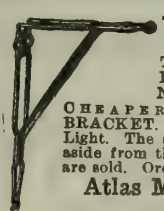


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SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

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TOOL HOLDERS

Have extra large head, cutter and screw. All handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.

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My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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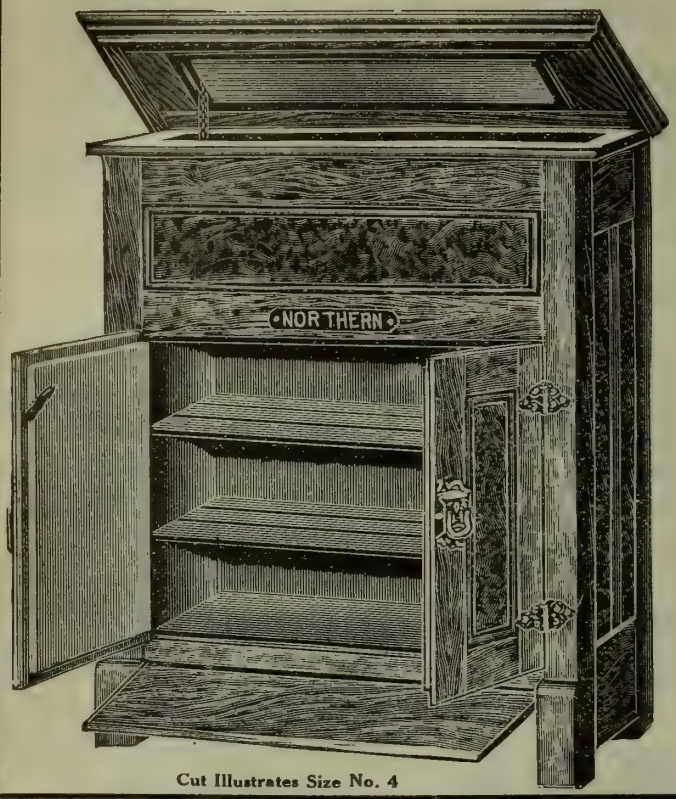
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We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

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The

"NORTHERN"

Dry Cold Air Principle

Hardwood. Antique Flow Finish. Swing Base. New Style. Zinc Lined Throughout. Air Space and Insulated with Paper and Wood. No Nails or Edges Showing. Patent Drip Valve. Hardwood Ice Rack. Improved Galvanized Iron Shelves. Raised Panels. Fancy Brass Locks and Hinges.

SPLENDID VALUE

THREE SIZES

NUMBER 1

	Long	Deep	High	
Outside Dimensions ..... Inches.....	28	18	42	Single Door

Capacity of Ice Chamber, 40 lbs.

NUMBER 2

	Long	Deep	High	
Outside Dimensions ..... Inches.....	30	20	42	Single Door

Capacity of Ice Chamber, 50 lbs.

NUMBER 4

	Long	Deep	High	
Outside Dimensions ..... Inches.....	36	21	45	Double Doors

Capacity of Ice Chamber, 60 lbs.

Prices on Application

The Thos. Davidson Mfg. Co.

Montreal and Winnipeg Limited

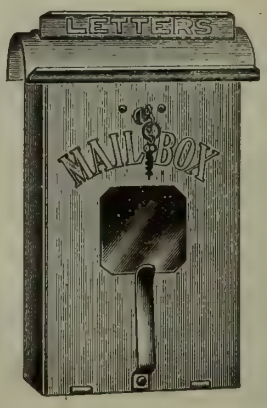
A FULL LINE OF

20TH CENTURY

MAIL BOXES



No. 1



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These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

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MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

"Brantford" "Roofing"

One Kind of Competition is the Death of Trade

Every dealer expects legitimate competition—and is prepared to meet it. But unfair competition—where a manufacturer goes direct to the consumer and competes with his agent—is the death of trade.

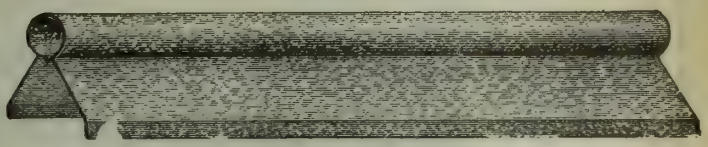
Brantford Roofing Company does not enter into competition with its agents—but it finds prospects for them and helps them get orders.

Ask us how we propose to help you increase your roofing trade this season.

Brantford Roofing Co., Limited
Brantford - Canada

Montreal Branch: 327 St. James St., Montreal, Que.

GALVANIZED RIDGE ROLL



Here is a good money-making building staple.

You can sell it to carpenters and builders, at a price to compete with wood ridge roll.

It is made in 10 ft. lengths on improved automatic machinery, so that perfect uniformity is assured. This ridge requires no wood filler.

PRICE TO THE TRADE—3½C. PER LINEAL FOOT.

Send us your orders at once and specify the date of delivery required.

"WE WORK WITH THE TRADE."

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

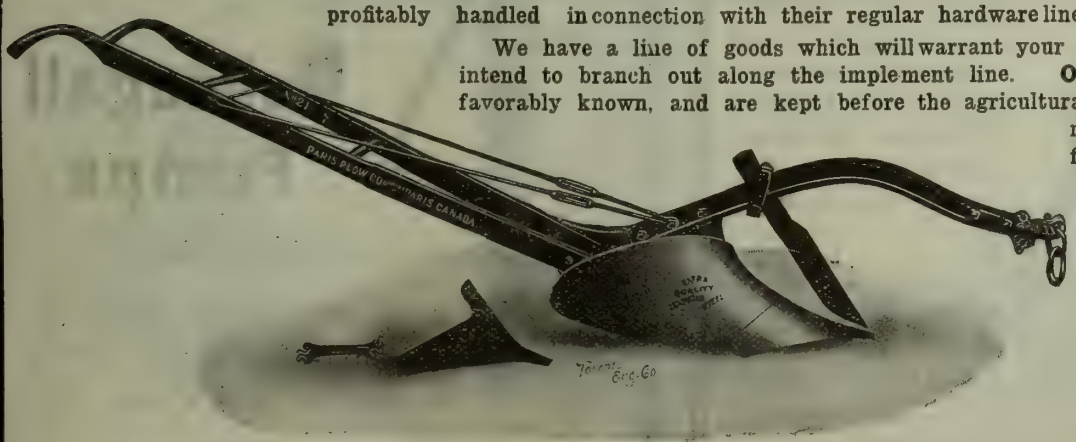
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Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. **Our goods** are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



No. 21. General Purpose Plow

We supply the following goods on consignment, freight prepaid:

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. Also supply at 6 months' dating: **"Leader" Scufflers**
Pulpers, Agricultural Wheelbarrows

These goods can be and are being profitably handled by many of the leading hardware men. We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

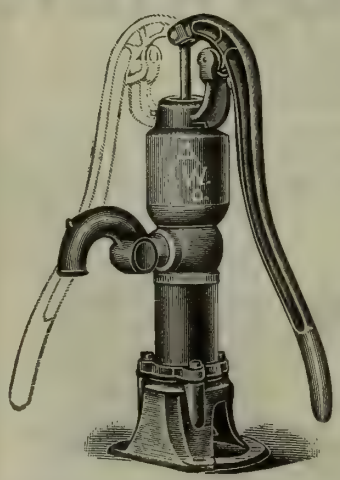
Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
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Aylmer House Lift Pump



This pump is becoming more and more popular all the time. Plumbers and pump men are beginning to realize its value as an A 1 Cistern and House Pump—Brass Cylinder and Glass Seat—at a very moderate price.

We can supply all your wants in either **Pumps** or **Scales**, as we have a full line of each. Also Iron Pipe, Beaver Adjustable Dies, Pipe Tools, Drive Well Points. Extension and Step Ladders, etc.

WRITE FOR CATALOGUE

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



If there is one thing we like more than the other it is to explain just why

McDougall Pumps

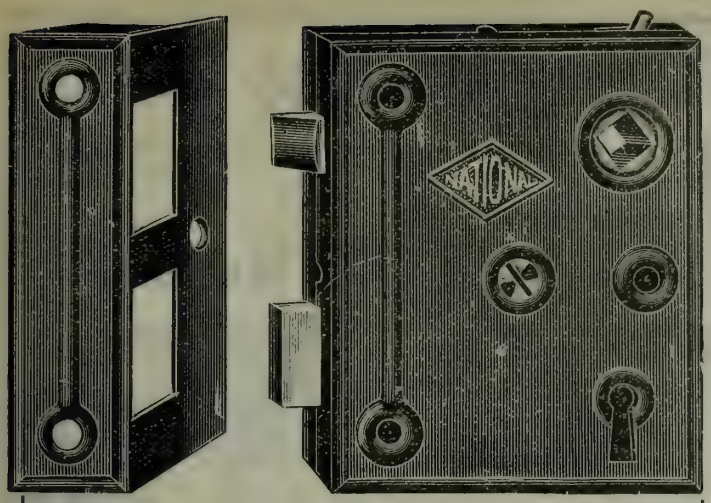
are Standard Pumps the world over.

It is simple when done; as quality, first, last and all the time, with prices right, is a combination hard to beat.

Our Catalogue Explains

The R. McDOUGALL CO.

Galt, Canada LIMITED



For the Builders' Trade

There is nothing, Mr. Hardwareman, on the market to-day that equals the only

STEEL RIM LOCK

MADE IN CANADA

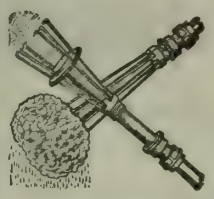
If you handle it, it is an article which you can unhesitatingly recommend. Its number is 3800. Designed to meet every requirement, it is strong, safe and practical—a steady seller.

Write your Jobber for the National Brand

NATIONAL HARDWARE CO., LIMITED

ORILLIA ONTARIO CANADA

Motor and Buggy Washer



Clean Up! Economize

LABOR—VARNISH—WATER

Attach this to an ordinary hose coupling and it becomes an article of extreme value in cleaning Buggies, Motors, Waggons and Windows. When used without a sponge it throws a fine mist or spray.

All Brass and Should Last a Lifetime

Sells to the consumer at sight for $2.00, or with some "good salesmanship" talk thrown in, for more.

You'll miss a chance of making some "Extra Dollars" if you don't get a supply now.

Ask Mr. Jobber or write us for full particulars

Brass & Steel Goods, Ltd.

BELLEVILLE - - - - ONTARIO



Catalogue and discount sheet sent on application.

JENKINS BROS., LIMITED

BRANCH AT
95 QUEEN VICTORIA STREET
LONDON, E.C., ENG.

OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
MONTREAL, QUE.

A New Light in the Washing Machine World

Have you seen this wonderful little Water Motor? It's the cleverest thing in Water Motors ever devised. Will work perfectly on 25 lbs. pressure with free flow from ½ in. Water Pipe.

No other Motor will do it.



The VELOX Machine

embodies the latest ideas and the "last word" in interior construction. In 25 years experience of Washing Machine building, we have never offered a machine so convenient, simple and perfect in its mechanical construction.



The MOTOR is Gearless, Direct Acting, Noiseless, Non-rusting, Self Oiling, Self Draining.

ALL BRASS and has no cogs, racks, gears or springs.

It's the Automatic Washer Par Excellence

Made Exclusively By

Agents: HARRY F. MOULDEN, Winnipeg
W. L. HALDIMAND & SON, Montreal

The Dowswell Mfg. Co., Ltd., HAMILTON CANADA



Bone Cutters

This is a favorite size. We make other sizes, from

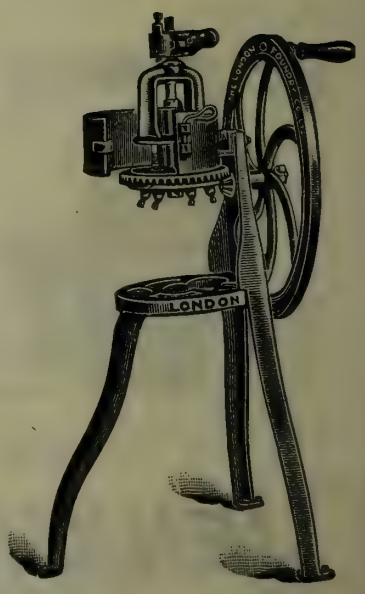
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

HOUSE CLEANING TIME

Suggests

The Ideal Duster



THIS SUGGESTION is not because the article depends upon any particular season for its uses, nevertheless the approaching cleaning time creates a profound interest in more useful appliances than have been.

THE IDEAL DUSTER

AS { a high reaching duster
an outside Window Washer
a Polished Floor Duster
a Porch and Grill Duster }

has a principle excelled only by the human hand.

It is a MECHANICAL HAND, closing automatically, opened by a wire pulling cord. The user may change wiping cloths with practically the same facility as in hand cleaning—without stooping or climbing. THE HAND AND WRIST SHAPE gives the hand action, to wipe tops of doors, mouldings etc., and gives 11 square inches like the hand on top the cloth for surface rubbing—WHEREAS ALL MOPS HAVE ONLY A STRAIGHT LINE RUBBING SURFACE.

The wholesale trade will supply you at prices right to enable you to sell with a proper profit at 50 cents for the Duster complete in the two parts, or with a proper, a very proper, Dust Cloth at 60 cents.

The consumption of these Dusters in some towns, where introduced the past year, has been enormous and this demand shows no abatement. Retail Price :

1st section, 5 ft., carrying the head, 35c. ***2nd section, 5½ ft. Extension Handle, 15c.***
Ideal Dust Cloths, 10c. ***Sold separate or ensemble.***

Any dealer can obtain this line with the same facility as

The Tarbox Self Wringing Mop and **The Tarbox Pillow-Sham Holder**

Tarbox Bros., Mfrs, - - - Toronto, Ont.

Steel Rules, Gauges Etc.

CHESTERMAN'S

MEASURING TAPES

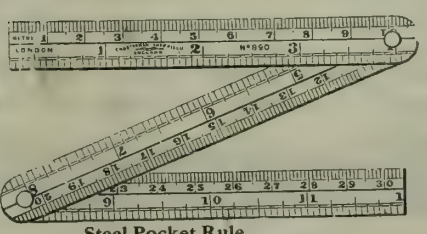
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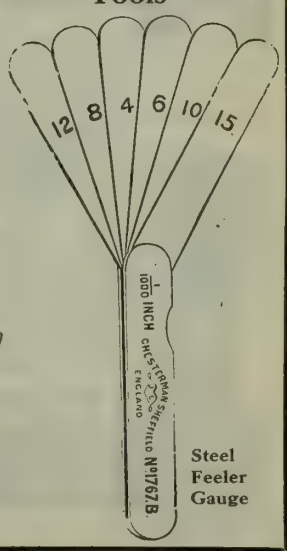
TRE𝄞BLE





Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

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The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

Sunshine Furnace is Superior to Other Furnaces
Because of Greater Firepot Weight and Longer Firepot Life

The firepot naturally bears the brunt of a furnace's work, and it bears it just in proportion to its original strength.

We take the firepot question seriously. Hence the reason why Sunshine firepot lasts longer.

Then because common experience teaches us that the upper portion of a firepot, being subjected to "red coal" heat (not ash heat, as is the case with the lower portion), expands sooner than the lower portion, we make Sunshine furnace firepot in two sections—so contructed with fins that they throw off every unit of heat, so constructed with straight walls that it is impossible for ashes to gather and intercept the heat, so constructed that the upper section can expand independent of the lower, thus making it impossible in a Sunshine Furnace for any heat to loaf around the firepot, any heat to be nullified by ashes, any cracks to take place as a result of the shock following contraction or expansion.

Then because common experience teaches us that steel is more powerful than gray iron we make Sunshine Furnace firepot of semi-steel. This is an exclusive feature, and indicates that in Sunshine Furnace firepot alone your customers find smooth-as-glass surface, secure maximum fire-resisting strength, can rely on only minimum disintegration and can be assured of long life.

All of which spell DOLLAR VALUE FOR DOLLAR PAID.

McClary's

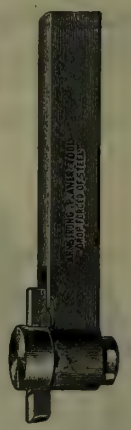
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ARMSTRONG TOOL HOLDERS
THE WORLD'S STANDARD LATHE AND PLANER TOOLS



Patented Feb. 28, 1893.





Planer Tool.

NOTE extra large tool steel set screw and REINFORCED support under the cutter.

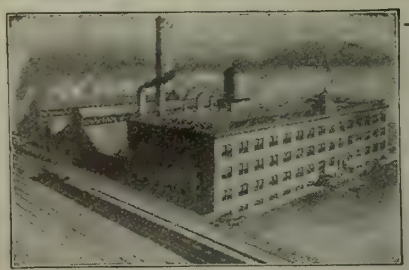
THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

First Cost of Forged Tools is 60% Higher than Armstrong Tool Holders.

Write for special circular and prices.

This is our new IMPROVED
PACKER RATCHET DRILL

We make the most complete and best line of Ratchets on the market.



Do you want our new catalog?
It's a Tool Holder Encyclopedia.

Armstrong Bros. Tool Co.

"THE TOOL HOLDER PEOPLE."

106 N. Francisco Avenue, CHICAGO, U.S.A.

BE A GURNEY-OXFORD DEALER
And You'll be a Winner

A Few of the Chances that Appeal to the Wide-Awake Dealer.

¶ The chance to make **more sales** – because of the variety of lines offered.

¶ The chance to bring about **quicker sales** because our interest in you don't cease when we ship your order.

¶ The chance to **become known** in your district— because of the publicity we offer you.

¶ The chance to **avoid worry and annoyance**— because we promise you prompt service.

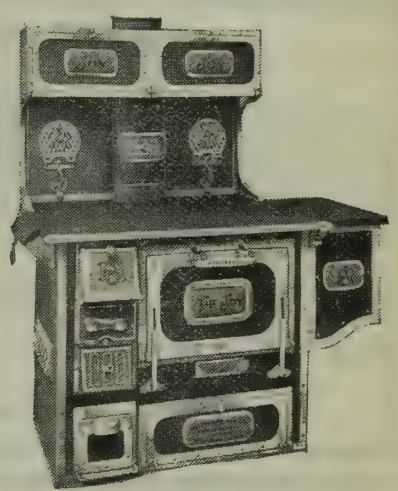
Stop thinking about it—WRITE NOW for further particulars.

THE GURNEY FOUNDRY CO., LIMITED
TORONTO

HAMILTON MONTREAL WINNIPEG CALGARY EDMONTON VANCOUVER

The Range That Sells

BUILT IN A NUMBER OF DESIRABLE STYLES.
ITS SUPERIOR POINTS APPEAL TO ALL.



THE JOY MALLEABLE
for Spring Trade

Are you catering to the stove wants of your community? You cannot establish a reputation for having something that will satisfy your customers and add to your sales better than stocking the following :—**No. 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.**

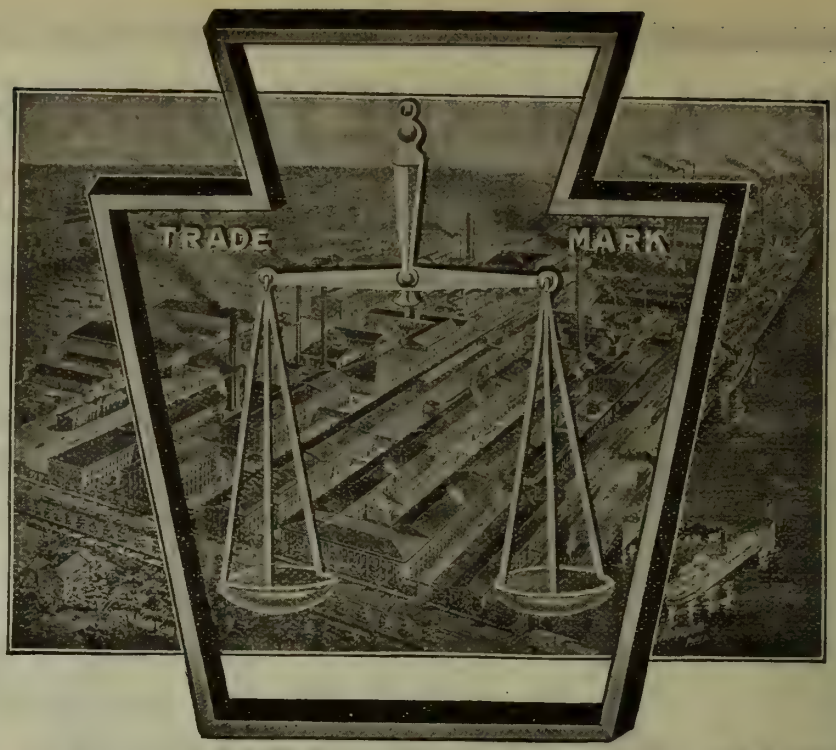
Stocks Shipped from Toronto, Winnipeg or Vancouver Warerooms

The CANADIAN HEATING & VENTILATING CO.
LIMITED

Owen Sound, Ontario

Western Agents : Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
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DISSTON SAWS



In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—all backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—a combination not equalled and which speaks for the utility of the saws.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

THE BEST VALUE IN THEIR LINE



This is a knife (either table or dessert) made from the finest quality of steel, and offers the greatest return in the celluloid line of any knife in the market. The handle is of the best grained celluloid, neat and attractive.

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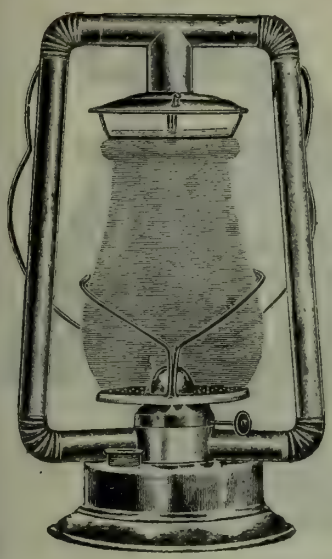
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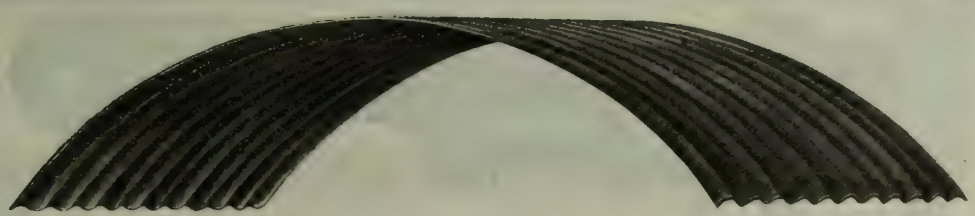
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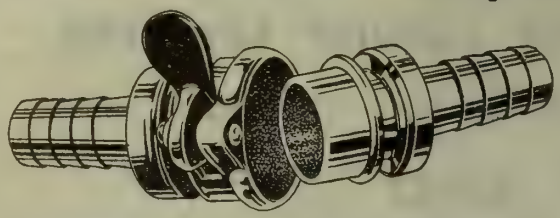
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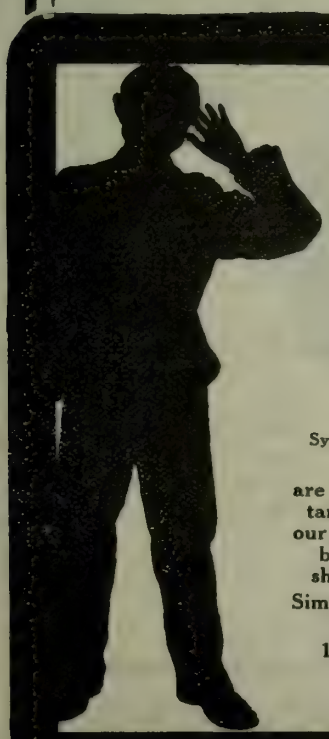
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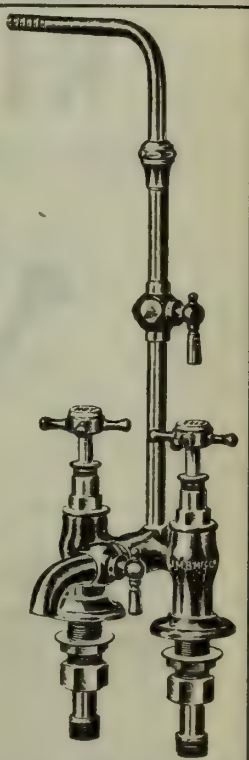
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DETACHABLE SPOUTS



Quarts	1	2	3	6	10	14
Plain, per doz.	2.70	3.40	3.95	5.10	6.40	7.30
Japanned, per doz.	3.20	3.85	4.50	5.65	7.10	8.10
Galvanized, per doz	—	—	—	8.00	9.00	11.00
Case lots	3	3	3	3	2	2

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39 St. Antoine St., Montreal, Que.

Farmers Hoarding Money in Banks

Merchants Claim That They Are Not Getting Their Fair Share From Agricultural Districts and That Some Farms Are Being Stinted as a Result of Bankers Encouraging Farmers to Foster Savings Accounts.

The merchant in the manufacturing town does not have to wander far afield in order to locate the causes for apparent scarcity of money in his particular centre. He figures that the stringency, due in some considerable measure to the tightening up of credits, had its effect in curtailed output, that a general policy of conservatism adopted by manufacturers during the depression resulted in scarcity of labor, and that the shopping public practised economies not heard of in more prosperous times.

When there has been a falling off in business in a country town, surrounded by a good farming district, however, the same diagnosis will not serve. The farmer has been having fairly good years and prices have advanced very considerably in many respects. When there are few, if any, factories, the merchants must look to the farmer for a reasonable patronage. They realize that he should be in a position to buy well, and that with the generally good footing which Ontario's agricultural community is now occupying, there should be a commensurate flow of ready cash from that direction.

Building Up Deposits.

How is it working out? Discussing the situation recently with Hardware and Metal one merchant contended that the banks, in their untiring zeal to build up deposits, were educating the farmers in the wrong direction—to hoard their earnings from the farm unreasonably—and that the tendency was being further encouraged by the introduction and use of cheques as mediums of payment, first, as between the buyer of farm produce and the farmer and second, as between the farmer and retail merchant. Once a bank account had begun to develop proportions, he argued, most farmers hated to see it shrink. It appears to be a condition which demonstrates that the bank and the farmer are a strong combination, but the complaint in the present instance is that it is not conducive to the greatest good to the greatest number deserving.

"When the farmer has money in his pocket," said the merchant, "he is a different man. A few years ago his house was rarely without cash. The banks had not begun to spread out. The farmer bought readily enough, then, but this present day custom of carrying nothing more tangible than a blank cheque book in his pocket and an inordinate disinclination to disturb a fat bank deposit, is creating an undesirable merchandizing proposition. I think I may safely say, from instances I have encountered, that it is having a demoralizing influence upon the farmer's business principles. He does not draw the line. He keeps on depositing, and I contend that some of the money belongs to us. Backed by an account in the bank, there are those who apparently consider that they may demand an unlimited amount of credit. They expect the merchant to stand for it.

Frame Up Excuses.

"Not having the ready cash, some of them frame up excuses for postponing payment, even though they know that our store is run on the cash plan. This man puts forward the plea that his money is deposited in another town and that he will settle up next time. Another man's wife says her husband filled out a cheque at home to make a withdrawal but that he came away and forgot it. The husband, of course, doesn't show up. These are some of the excuses and I claim it is demoralizing. Of course there are exceptions—very notable exceptions I am grateful to be able to say.

"I have noticed this condition developing for the past three years and I claim that it is not only having a serious effect upon business, but that the farm itself is not getting all that it is entitled to in order that the highest standard in agriculture might be developed. A few years ago, when the farmer brought his hogs, his cattle, his hay or other produce to market, he received the cash. His wife comes to market with butter and eggs it is true, and receives cash in payment, but that represents a very small part of the proceeds from products of the farm. Nowadays, when the farmer brings his hay or hogs to town, he either receives a cheque or a ticket which is as good as a cheque. He then goes to the bank and deposits it. The entire system is one which plays into the hand of the banker.

"The competition for these deposits has developed a plan which appeals to most farmers. He has been told that it is more businesslike to use cheques. The banks have accordingly equipped him with the means, but it is evident that the willingness to draw is not in it with the willingness to deposit. The bank book is the farmer's visible financial thermometer, and naturally, he likes to have the indicator soar as high as possible above zero.

Withholds More Than He Should.

"'Do you not think it a good thing for a farmer to have a bank account?' was the question asked of me recently by a banker and I agreed with him that it was, but I pointed out that the banks had so campaigned after the farmer's money, that he was now withholding more than he should from the merchant as well as from his own farm and even his own household. The agriculturalists of Ontario are, on the whole, now in a position to live more comfortably than was the case in the early days. Nowhere will you see tables so well supplied as in some of our farming districts. A man's ambition, however, should create in him a desire to be something more than a hewer of wood and a drawer of water. Farmers' wives have told me repeatedly, however, that it is now very difficult to secure money from their husbands. They state that the farm itself is being stinted by this regardless craze for bank accounts. True, the money is there for investment, but should the farm be neglected? Should the agriculturist cut himself down to a purely hand-to-mouth existence? The country requires something better of him than that. The banks, I claim, are responsible.

Trade Picked Up.

"Here is an example. A merchant in a small town remarked to me some time ago that trade there had picked up wonderfully. He could not explain it, but when he told me that the only bank in the place had gone out of business I said, 'If any man comes to you to sign a petition for another bank, kick him out of the store.' There is a bank in that town now and trade has again gone back.

"The farmer will feel it; of that I am sure. The other day a farmer whom I knew to be very well off, came into my store and I asked his opinion of the outlook. He replied that while the year just closed had been very good, so far as he was concerned, the following year, he said, would fall short. I couldn't understand it and asked him why. His answer was that he would have no stock to sell.

"'Why not buy more stock?'" I asked, "You have plenty of money in the bank?"

"'That is the trouble!'" replied his wife. "'Everything has gone to swell that bank account. He will not draw out the money necessary to re-stock the farm.'"

"We are doing what we can by friendly talks to the farmers and bankers," said the merchant, "to combat this evil, but it looks to me that the only remedy is a crop failure or a collapse of prices."

The story is told of a farmer who, though he had $10,000 in the bank, asked to have a note for $125 discounted.

"But you have plenty of money here," said the banker, "why should you want to discount a note and pay 7 per cent. interest?"

"Well," said the farmer, "I don't want to draw out any money just now."

The paint supplies required for the Brooklyn navy yard for this year call for 36 pounds muriatic acid, 600 pounds nitric acid, 300 pounds camphor gum, 100 gallons durable metal coating, 5,000 pounds marine glue, 100 gallons gold size, 2,000 pounds mineral lubricating grease, 3,000 pounds chrome green, 3,000 pounds lampblack oil, 9,000 pounds red lead, 3,000 pounds yellow ochre, 3,000 gallons lard oil, 3,000 gallons mineral oil, 500 gallons tar oil, 3,000 pounds tallow, 3,000 gallons turpentine.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

Canadian Wholesale Hardware Association—William Starke, Montreal, president; A. Jeanotte, Montreal; W. J. Lawson, S. R. Kennedy, Toronto, J. G. Lewis, Montreal; A. Prudhomme, Montreal; directors; James Hardy, Toronto, secretary-treasurer

Maritime Wholesale Hardware Association.—W. G. Robertson, Halifax, president and secretary; W. S. Fisher, St. John, vice-president; George C. Weldon, St. John; John A. McAvity, St. John; John M. Robertson, St. John, Percy Simmonds, Dartmouth, A. J. Grant, Halifax, executive.

Hardware and Metal Association of British Columbia.—John Boyd, Vancouver, president; J. A. Cunningham, New Westminster, vice-president; John Burns, Vancouver, secretary-treasurer.

Alberta Hardware Merchants' Association.—John Drewe, Calgary, president; R. L. Gaetz, Red Deer, first vice-president; J. Dowcett, Edmonton, second vice-president; L. W. Kribs, Frank; C. W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs, executive committee; A. T. Linton, Calgary secretary-treasurer.

British Columbia Hardware Dealers' Association.—Charles Snell, Vancouver, president; ——— Stearman, Vancouver, vice-president; Messrs. Lusby and Blakely, New Westminster, and Henderson, Vancouver, executive committee; Wm. J. Butt, Vancouver, secretary-treasurer.

Ontario Retail Hardware and Stove Dealers. Association.—D. Brocklebank, Arthur, president; A. Ballantyne, Brantford, first vice-president; M. S' Madole, Napanee, second vice-president; John Caslor, Toronto, treasurer; J. Walton Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Belleville; H. P. Morgan, Peterboro; J. S. Weichel, Elmira, and J. R. Hambly, Barrie, executive oommittee; Weston Wrigley, 10 Front St. East, Toronto, secretary.

ONTARIO EXECUTIVE MEETING.

The executive committee of the Ontario Retail Hardware and Stove Dealers' Association met at the Queen's Hotel, Toronto, on Thursday, April 8, the meeting being called to order at 2 p.m. by President Brocklebank. Others present were M. S. Madole, Napanee; J. R. Hambly, Barrie; D. Cinnamon, Lindsay; R. C. Chown Belleville; J. S. Weichel, Elmira; H. P. Morgan, Peterboro; John Caslor, Toronto, and Weston Wrigley, secretary, Toronto.

The secretary made a report showing the number of members on the books, the number of travelers enrolled as honorary members and the number of firms using the "cartage charges" stamp. He also reported 124 members using the collection letters supplied by the association.

Treasurer Caslor reported a balance on hand in the treasury of $534.

Montreal Trip Decided Upon.

The secretary reported a favorable response from the members on the referendum vote on the question of holding the excursion to Montreal in August. Over three-fourths of the members voting had favored making the trip and with few exceptions they reported that they would take their wives along.

It was suggested that arrangements be made for special railway rates to Toronto, Kingston, Prescott and Montreal, as many as possible being centred at Toronto to make the trip to Montreal by boat, picking up others at Kingston and Prescott, while those desiring to do so could go by rail to Montreal. The return trip could be made by rail or boat as preferred. Definite rates have not yet been secured from the railway and boat companies so a committee composed of Messrs. Hambly, Cinnamon and Wrigley were selected to complete the details, the trip to be made preferably in the week beginning August 23 or 30.

The secretary suggested that a meeting be arranged at Montreal with the claims agents of the G.T.R. and C.P.R. and a discussion held on the best methods of settling freight claims.

District Associations.

Three requests having been made to organize a district association at Brantford, four at Toronto, two at Belleville, two in Waterloo County, two at Cobalt, two in the Chatham district and two at North Bay and about fifteen other members having asked to have district associations formed in their neighborhood, it was decided that the association endeavor to organize Toronto and Waterloo County at once and other places as soon as possible afterwards.

Next Convention at London.

The secretary reported having visited London and Peterboro and finding that the latter place was not able to supply suitable halls, while good arrangements can be made at London, the city providing, free of charge, the city hall for exhibits, and board of trade rooms for the convention.

On motion it was decided that London be selected as the place of holding the 1910 convention.

Joint Committee Appointed.

Last fall the Canadian Wholesale Hardware Association appointed a joint committee to meet representatives of the Ontario Retail Hardware & Stove Dealers' Association to discuss matters of interest to members of both organizations. The appointment of a similar committee was left to the 1909 executive by the recent Hamilton convention.

The wholesalers' committee is composed of four for the west, composed of T. G. Dexter and W. J. Lawson, Toronto; Wm. Vallance, Hamilton, and C. A. Whitwam, London, and for the east Thomas Birkett, Ottawa; T. H. Newman, A. Jeannotte and A. Prudhomme, Montreal.

The retail committee will now be composed of A. Ballantyne, Brantford; W. G. Scott, Mt. Forest; G. A. Binns, Newmarket and S. L. Adolph, Listowel; for the west, and M. S. Madole, Napanee; R. C. Chown, Belleville, C. F. R. Taylor, Carleton Place, and W. A. Rankin, Ottawa, for the east.

This joint committee might consider, it has been suggested, matters of legislation affecting the trade as well as controversial matters arising between jobbers and retailers.

One matter referred to the retailers' representatives for consideration along with the cartage charges matter, is the weighing of parcels by jobbers before shipment, cases frequently occurring where the railways charge retailers for overweight. One member spoke of being overcharged 80 lbs. on two boxes recently while another on a car of wire was overcharged 800 lbs.

Cartage Charges.

A letter was read from Jenkins & Hardy stating that the Wholesale Hardware Association had reaffirmed their decision not to allow cartage at point of shipment.

Another letter was read from the Clauss Shear Company, Toronto, advising the association that in future all goods shipped to members of the Retail Association will be shipped f.o.b. Toronto, cartage prepaid. The company also asked for support on the ground of their maintaining a Canadian office and desiring to establish a Canadian factory as soon as trade makes this possible.

A third letter was read from E. W. Evenson, Spokane, Wash., secretary of the Inland Empire Hardware Association, as follows:

> Our experience in the matter was practically as follows:
>
> We felt that the charge was unjust, unfair and arbitrary and also that it was one that should rightfully be borne by the jobber and not by the retail merchant. Our members objected to a direct charge for case and cartage.
>
> In convention assembled we adopted the attached set of resolutions and served same upon the Pacific Coast jobbers with the result that they announced through the mails to their customers that they would withdraw charges for case and cartage, and hence we are no longer paying this unjust charge.
>
> Our attorneys advised us that in purchasing goods, the purchaser did not agree to pay case and cartage charges, and hence he would be perfectly justified in withholding same from remittances. This plan was followed out. The amounts were small and one jobber made the statement that he would sue in order to collect, but suit was

never entered, and he was one of the first to withdraw them when the crucial test came.

Hoping that we have thrown some light upon this subject for you and that we may serve you similarly in the future.

E. W. EVENSON, Secretary.

Spokane, March 24.

Still another letter was read from F. C. Moys, Boulder, Col., secretary of the Colorado Retail Hardware Association, in which he said: "No wholesalers charge dealers in this state for package or cartage."

After discussion the executive resolved:

Whereas, all hardware jobbers in the United States have now discontinued, not only the charge for cartage at point of shipment, but also the charge for packages, and

Whereas, Canadian hardware jobbers have never advanced reasons to show why retailers should pay cartage from jobber's warehouse to railway depot (other than that they have been doing so for some years), and

Whereas, we consider this charge upon retailers as unfair and unjust, being rightly an item of expense chargeable to the jobbers' cost of doing business, and

Whereas, the executive has knowledge that some retailers are being allowed this charge for cartage by Canadian hardware wholesalers and manufacturers, be it therefore

Resolved, That we urge all members of the Retail Hardware Association to persist in their request that the charge for cartage at point of shipment be discontinued and all retail hardwaremen be treated alike in this matter.

Mutual Fire Insurance.

It having been found impossible to have a bill drafted satisfactorily and brought before the present session of the Legislature, the secretary was instructed to have the bill prepared in plenty of time to be acted upon at next winter's session.

Co-operative Store Legislation.

It being understood that a bill introduced and withdrawn in the dying hours of the recent Legislature, will be brought up again next year, the secretary was instructed to write Attorney-General Foy, expressing the opposition of the members of the association to its provisions.

The bill originally passed Parliament and was defeated in the Senate, it being held that it infringed on the rights of the provinces. Now it is being brought up in the Provincial Legislatures. It aims to make it possible for promoters to sell stock in co-operative stores without securing a charter to do business and, whether intended or not, is calculated to aid promoters more than legitimate co-operative enterprises. And in its workings out it is likely to prove a disturbing factor in trade, doing injury to legitimate merchants without giving any real advantage to farmers or workingmen.

Division Court Act Amendments.

A committee composed of Messrs. Morgan, Cinnamon and Weichell was appointed to recommend changes in the Division Court Act to make the collection of small accounts easier.

Anti-Revolver Legislation.

The secretary was instructed to secure copies of existing laws governing the sale of firearms and ammunition and report to the executive.

A motion was adopted approving of the enforcement of existing laws requiring a record of sales of fire-arms and preventing their sale to minors but condemning the attempts being made to establish laws which would practically prohibit the sale of revolvers. It was felt that existing laws, if enforced, go far enough to safeguard life and prevent crime.

Trade Grievances.

A complaint was received of a wire fence company selling to farmers in Kent county at wholesale prices while also selling to the hardware trade.

Another was of a tinware manufacturer selling a quantity of 10-quart flaring sap buckets to a Victoria county farmer at $9 per 100. The same firm's traveler is said to have sold a hardwareman a bill of goods and then secured information about the location of a nearby village where he stocked up a general storekeeper with his goods.

The secretary was instructed to take the matter up with the firms complained of.

White Lead Marking.

The manufacturers of white lead having taken no action regarding the association's request to discontinue marking second-grade lead as "No. 1," it was decided to arrange for a meeting with the lead association at the time of the excursion to Montreal.

Other Business.

The question of securing a permanent button to be worn by members was left over until the next meeting of the executive.

A suggestion that members print on their letter heads the words "Member of the Ontario Retail Hardware & Stove Dealers' Association" was thought favorably of and the secretary was instructed to write the members urging that this be done. It was felt that the members would gain in prestige by doing this, and customers buying on credit would be more likely to pay their bills promptly.

It was decided to renew the subscriptions of the executive members for the National Retail Hardware Bulletin, Argos, Indiana., at a cost of $7.50. The Bulletin has been found to give much information helpful to executive members.

It was also decided to send Vice-President Ballantyne and Secretary Wrigley as fraternal delegates to the annual convention of the National Retail Hardware Association of the United States, at Milwaukee, on May 25 to 28. At this meeting the executive officers of about thirty State associations will be present as delegates.

As suggested at the Hamilton convention, the secretary was authorized to have forms printed and supplied to the members about January 1 with the purpose of securing data as to the cost of doing business. The forms are to be returned unsigned and the data compiled for discussion at the next annual convention in an effort to arrive at what per cent. of the turnover it should cost to do business.

It was decided that members attending executive meetings be paid an allowance to cover their hotel expenses as well as their railway fares, as in the past, this not to apply, however, to the annual convention meeting when each member must pay his own railway and hotel expenses.

The meeting adjourned at 6 p.m.

TORONTO MEMBERS MEET EXECUTIVE.

On Thursday evening the Toronto members of the association and the provincial executive had lunch at the St. Charles' Cafe and a discussion ensued on the advisability of organizing a Toronto branch of the association. Many trade evils were referred to and it was found that certain firms which sell to the trade outside the city make a practice of selling to contractors and consumers in the city. It was felt that members in the city and outside could co-operate in having such firms choose whether they desire to sell to hardwaremen or consumers. The executive promised to supply an organizer to help in forming a Toronto association and a committee composed of R. J. Bruce, West Toronto; George Mathewson, Queen St. east, and S. M. Burt, Yonge St., was appointed to take charge of the work of organization in the city.

REFUSED REVOLVERS TO ITALIANS.

Three Italians entered J. R. Hambly's hardware store at Barrie a fortnight ago and asked to see samples of revolvers. Mr. Hambly refused to show them, whereupon they displayed their money and said they wanted to buy. They were firmly told, however, that they could not buy revolvers in that store and had to leave with their wants unsupplied. As Mr. Hambly said: "If any other dealer wants to take the responsibility of selling weapons to foreigners and blood is spilled, the responsibility is not on my head."

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PUBLISHED EVERY SATURDAY.

APPOINT EXPERIENCED TRAVELER.

The Quebec Government may appoint an inspector whose duty shall be the inspection of the hotels throughout the province. It is to be hoped that official action will be taken, and promptly, too. Not alone in the interests of the commercial travelers should such an officer be appointed, but for the better accommodation of the general public as well. The commercial traveler, however, is the man who suffers the greatest discomfort and inconvenience if hotels are not properly run. He spends ten to eleven months of the year on the road, and must, naturally, spend more time in the hotels than any other Canadian. It is his right, and only just, that accommodation should be good. Some proprietors take pride in keeping up the reputation they have won for their house. But an inspector is required because there are too many owners who do not give a continental for the "drummer," who chiefly supports him. The only way to keep up the standard is to appoint an inspector.

We would suggest the appointment of a commercial traveler, say, between the age of thirty-five and fifty, and preferably one speaking French as well as English. The position must not be filled by any peanut politician for $800 a year, but by a good, practical, sober, level-headed traveler, who knows from experience the life led by the commercial man. He must be able to understand the wants of the traveler, and at the same time he must be able to fairly consider the hotelman's position. A first-class man will fill this responsible office to perfection, and will do a great deal to improve the standing of many of our hotels. He should be paid $2,000 or $2,500.

If the Government contemplates following in the footsteps of Ontario, in choosing a politician for this position the situation had better remain as it is, for unless the inspector be thoroughly equipped with the necessary knowledge, which can only be gained through having gone through the mill, he will do more harm than good.

STORING BAR IRON AND PIPE.

Douglas & Co., Amherst, N.S., who are contemplating the erection of a fireproof hardware warehouse, are in search of ideas for the most economic handling of bar iron, black and galvanized pipe, etc.

For economy of space and convenience of handling the method described in the description of the Ingram & Davey store at St. Thomas, in the spring number of Hardware and Metal, March 20, is considered as combining the most modern ideas although opinions vary as to the best depth for the pit. In the metal warehouse described two sides of a square building were given over to a pit about two feet in width and varying in depth from three to six feet. One metal warehouse recently built in Toronto has a pit of a uniform depth of three feet while others are uniform at six feet.

The length of the stock carried has much to do with the depth desired. For instance, if bars or pipe of 20-foot length are stood on ends in a pit a six-foot depth would bring the centre close to the shoulder of an average man, but in raising heavy bars or bundles of pipe the assistance of a man is necessary in the pit. Where bars and pipe of a shorter length are stocked and where the services of only one man are desirable, a shallower pit will probably give better satisfaction.

Pitting is admittedly the best method of storing this class of material, both for saving floor space and convenience in handling the stock. The various sizes can be separated by short lengths of pipe or rod driven into a scantling in or on the wall, while the cement sides and bottoms of the pit can be protected by boards where desired. It is desirable also to arrange the warehouse so as to allow a driveway for teams into the building, and it is a good plan to cover the cement base for the driveway with blocks in order to preserve the floor.

One Toronto firm considers that iron pipe can best be handled in racks owing to the pipe coming in bundles. The majority, however, treat pipe in the same manner as bars and angles by storing on end in a pit.

NO TAXES ON TRAVELERS.

The recent abolition of the tax on travelers in Prince Edward Island makes Canada a clear field now for those knights of progress and introducers of new ideas and goods, the traveling salesmen.

Two or three years ago Quebec and British Columbia imposed taxes on travelers and the obstacles to doing business caused many merchants to go from Montreal to Ottawa to buy from a salesman rather than have the salesman enter Quebec and sell in the natural way.

This method of raising funds was not based on sound business principles and had to go by the board, the Dominion Government arranging with the Provincial legislators for more equitable means of raising funds.

Foreign manufacturers locating branches in Canada must, of course, pay taxes and the fly-by-night salesmen who do a peddling business in opposition to tax-paying merchants are also called upon to help pay their share towards the government of the community. But all barriers are now removed and there is nothing to prevent legitimate traveling salesmen from entering any Canadian province and selling goods to wholesale or retail merchants.

BARGAIN TABLES.

Many hardware merchants in the small towns are successfully adopting the methods which have made the 5 and 10-cent stores in the cities paying propositions. City department stores have found that competition with the 5 and 10-cent stores does not pay, but the dealer in the small town will find it advantageous to offer 5 and 10-cent bargains with small margins of profit.

A western dealer writes that he maintains two tables in the centre of his store. One contains an assortment of goods, choice of which can be had for five cents and the other has a ten-cent assortment upon it. Among the articles on the ten-cent counter are many real bargains—dishes, pans, etc.—for which the merchant paid nine cents each at wholesale prices. About half of the assortment consists of this class of goods The rest is made up of articles which cost three or four cents each.

The hardware merchant who uses this plan says that he has kept track of his sales and he finds that the two tables net him a nice profit every year. But better than the mere profit, he says, is the fact that these bargain tables actually draw customers into his store daily who do not stop with the purchase of a five or ten-cent article.

BROOM CORN PRICES UP.

The three advances of twenty-five cents each in the prices of brooms since December, have not, according to prices quoted this week, covered the advance in the price of the broom corn, the material used in the manufacture of brooms.

One manufacturer, for instance, bought two cars of broom corn this week, paying $130 and $135 per ton for the material, whereas, last fall the same stock could be secured for $60 to $65, the advance being over one hundred per cent.

In a standard line of maderate-priced brooms it requires at least 23 pounds of corn to make a dozen brooms and this at present prices of 3½c. per pound would equal about 81c. per dozen, or six cents over the advance made by manufacturers, lines which formerly sold at $2.75 having advanced to $3.50. The manufacturers, therefore, are being hit by the advance as well as the consumers, and as the market is cornered in strong hands, no relief is in sight until a new crop is marketed next fall.

ENTERPRISING SALESMANSHIP.

A good story is told about J. R. Hambly, Barrie, one of the executive committee of the Ontario Retail Hardware Association, who attended the executive meeting at Toronto last week.

While in a builders' hardware store in Toronto before the meeting, seeing about a special line, he saw a customer pick up a copy of Hardware and Metal and overheard him ask if they handled horse clipping machines, pointing to the advertisement of the Chicago Flexible Shaft Co., on page 10 of the April 3 issue. The clerk replied that his firm did not stock the line and referred him to two or three stores. "I've been there," replied the customer, "and could not secure one."

Here was Mr. Hambly's chance and he was equal to the occasion. He extolled the merits of the "Stewart No. 1," and advised it as a good machine to buy, following up with the remark that if the customer could not get it elsewhere he could supply one on short notice. The customer was a farmer from out of town and said he wanted the machine at once, so Mr. Hambly took his order at the regular retail price and telephoned his wholesaler to send the machine by express c.o.d. to the purchaser.

Hardware and Metal has frequently urged hardwaremen to go out after business, to canvass the farmers and builders, and thus head off the competition of catalogue and builders' supply houses in the large cities. We have not urged dealers to invade the territories of other hardwaremen, but no one will object to Mr. Hambly's invasion of the mail order houses' home territory, but rather will they recognize his enterprise in making the sale as an example of good salesmanship.

ESTABLISHING A ONE-PRICE TRADE.

A young man who had served a severe and disciplinary apprenticeship as salesman in a store where there was never any deviation in price under any circumstances, purchased a place of his own in a small town, where he soon discovered that he was in advance of his age, as measured by the customs of those about him.

The universal rule of the merchants was to have an asking price and a selling price. The successful clerk was the one who could so average his sales that the goods would bring a figure nearer the top price than the bottom one. It took much haggling; some prevarication, and a lot of time, for salesman and customer to come to a bargain; and then the man who bought, left the store with an unpleasant question in his mind as to whether or not he had secured his goods at a bedrock price.

The new man who entered this field of strife knew nothing of these conditions before he made his venture. But having made it he had the courage to stand for what he knew to be a sound principle, and which he believed would win in the end. He announced a one-price system, with positive declarations that no deviation would be made under any circumstances. The customers smiled, and winked, after the manner of men who had called such bluffs before.

Time after time, the farmer who came in and learned the price of an article of which he was in need, exhausted his powers of argument in favor of a concession, and as the same was not given, took himself and his purchase-money elsewhere. Again and again some good housewife, after the manner of her education in bargaining, endeavored to supply her kitchen and culinary needs at a figure less than the merchant had marked upon his sales ticket. Unable to knock three cents off this article and five off that, she would vacate the store, with the declaration that, as she could do better elsewhere, she would go there and do it.

The young merchant was patient, long-suffering, and argumentative. He explained the basic principles of honorable trade, and set his wisdom and experience against the haggling and bargaining custom from which the community suffered. But it was neither his argument nor experience that won him the fight.

It was because he was right. Because people discovered that they saved money by coming to him Because there is a satisfaction to a buyer to know that he has received as good a price as that given to any one else. When Farmer Jones learned from his boastful neighbor that the latter had paid a dollar less for the same make and size of a plow than Jones paid, it was natural that Jones should feel a sense of disappointment in his heart, and a loss of one good dollar from his pocketbook. Naturally, he was the more inclined to go to a place where but one price prevailed.

It took about a year for the people of the community to waken to the fact that the one-price system was not only reliable, but that both money and time were saved by taking the merchant at his word that he was asking only a fair profit, and that the buyer was paying just what everybody else paid. But a year made a great change.

"I am glad I made the fight," said the merchant in commenting on the facts related above. "I have won my case. No one now asks me to cut a price, and no one tells me how the other fellows are ready to cut. In fact, the other fellows are beginning to do as I do. A sale now is a sale, and not a series of arguments and negations."

SIZE UP EACH CUSTOMER.

The hardware clerk should study every customer. Have good talking points for all your goods, but do not talk too much. Say a few good things and let them sink in. The average customer will ask questions if he wants to know more. There is an occasional customer of course, who hasn't very much of an idea about anything. The clerk can get rid of a great deal of his "canned talk" for that customer's benefit.

It is always well for a clerk to avoid too strong urging of goods upon a customer if he does not seem disposed to buy after having inspected what is shown. Do not make the customer feel that he is committing any crime if he leaves the store without making a purchase. Assure him that you are glod to show goods and that if he doesn't find something he likes better elsewhere to come back.

A salesman's business is to use good judgment in the things he sells. But he should not attempt to influence a customer because of his own personal taste. It is the purchaser who is to be pleased, not the salesman. If a man steps into the store and seems to know pretty well about what he wants, try to give him the exact style or something as nearly like it as you can. It will appeal to a man's vanity if you let him know that you think his idea is good. Give him what he wants unless you are pretty sure he is going to be dissatisfied with the selection he has made.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

SPELTER—Now $5.75.
TIN—Firmer.
IRON FINISHED STEEL—Cut of 10c.

Toronto.

LEAD—Advanced 5 cents.
TIN—Up one cent.
STEEL AND IRON SQUARES—Slight advance.
CORRUGATED STEEL HINGES—Declined.
IRON FINISHED STEEL—Lower prices.
LAWN MOWERS—Cutting on U. S. machines.
WRENCHES—Changed prices.

THE METAL SITUATION.

Easter naturally affected the primary markets, but despite the interruption to trading, figures held fairly well with the exception of copper which showed a sagging again. As a matter of fact all the markets are disappointing with the exception of spelter. The demand keeps off, and with speculation quiet the markets are dull and without character. The consumption of tin in New York has improved a little. With regard to copper there is a growing opinion that the larger producing interests are determined to shut the smaller ones down. Smaller consumers are more interested in the market, but the big concerns are still holding off. Prices are sagging a little with the non-support of the English market. Lead still continues to fall away, and the market is reported quiet. Spelter continues remarkably steady in the English market, and has advanced at St. Louis. Supplies are being very firmly held, in the face of a fair demand. The English pig iron and steel markets are showing improvement. The home business is better, while exportation has improved. Makers decline to sell for extended deliveries at to-day's prices. There is a feeling of great disappointment in the States that business in pig iron and steel is not better. Large contracts for rails or structural material are few and far between, but the smaller buyers have increased. Some of the furnaces are however holding out for higher prices, and this with the restriction in the pig iron output should improve the situation.

The Iron Age of April 15, says: The leading interest is expanding its pig iron production, under the stimulus of larger demands from the steel works, the stocks having been reduced to a very small quantity. At the present time 63 per cent. of the furnace capacity is in operation, but this is equivalent to 71 per cent. of the rated capacity a year ago.

Some activity is reported in the lake ore market. Most of the transactions of the past week, amounting to several hundred thousand tons, have been in the nature of allotments of certain ores to furnace companies that have regularly used them, with the understanding that the price is to be adjusted later, when tariff uncertainties are over. In a few cases settlement will be made on the basis of average price for the season.

Steel bars have developed more irregularly, and 1.15c. Pittsburgh has become general, with concessions for attractive business.

Lower prices are being made in the wire industry. The tin plate mills are very busy.

Record breaking production is the disquieting feature of the copper industry. Still, the market during the week has been firm, although inactive, at 12¾c., cash for electrolytic. How much of the exported copper is shipped merely because it can be financed to better advantage abroad is the grave question. The situation does not inspire confidence.

Lead has been advanced to 4.15c., New York, and spelter is firmer at 4.77½c., St. Louis.

The Iron Trade Review of April 15, says: Encouraged by the substantial tonnage in finished material which has been placed on mill books in the past six weeks, iron and steel makers are inclined to look more hopefully upon conditions, and to express the belief that continued improvement is very probable. Compared with March, the manth of heaviest mill orders in finished lines, excepting rails, since the beginning of the depression, April is showing further gains in actual rolling specifications. The fact, however, that the increased tonnage has been drawn out at the expense of prices, is not being overlooked. As the mills are laying the foundation for consistent operations by accumulating orders upon books, they are showing less aggressiveness in naming or meeting favored inside quotations, for which the open market has been offering most favorable opportunities, and are holding more closely to the nominal level.

MONTREAL.

April 16.—Easter had the effect of slackening off trade somewhat, although business improved again towards the end of the week. Despite this however, a fair quantity of metal went into consumption, and jobbers anticipate good increase with the opening of navigation. All metals have been in demand, although perhaps spelter has been the best seller. This, combined with the firm position of the metal in the English and St. Louis markets, has advanced local prices, and spelter is now quoted at $5.75 for ordinary jobbing lots. All the other metals are unchanged. The markets appear a little firmer than they did last week. Quotations in London and New York generally are stronger, and this has influenced the local markets. Inquiries are fair, and consumers are keeping good watch over the development of events. There has been a strong movement in pig iron.

PIG IRON—There is a hopeful tone locally. The demand is improving although consumers are now being compelled to pay somewhat higher prices than they were a few weeks ago. It is understood that Eastern Canadian furnaces, being in receipt of good orders for steel, have practically withdrawn from the pig iron market, the result being a general stiffening in the situation. Heavy sales of imported pig have been made, delivery being booked in some cases up to August. Clarence is in prominent demand at $16.75 to $17 in carload lots f.o.b. Montreal. Good Scotch brands have also been sold in considerable quantity, but these, of course, realized considerably higher figures. The first sailing of imported ore from Glasgow and Middlesboro took place this week. We quote: Middlesboro No. 3, $16.50 to $16.75; Summerlee No. 1, $18.75 to $19; No. 2, $18.25 to $18.50.

TIN—With a firmer tone in the primary markets, tin locally is stronger again, but there is no change in the local quotation of 32½c for ordinary jobbing lots. Inquiries are fair. Orders improved toward the end of the week, and jobbers anticipate a better movement with open water.

COPPER—Although copper showed a sagging tendency again in the primary markets, locally the price of 14c has been held for jobbing lots. Shading for large size lots is being done. Orders have been good, and show a developing tendency. Consumers seem to be getting more interested in the market and the tone generally is brighter than it was.

SPELTER—Good trade combined with a steady English market has advanced the price of spelter locally from $5.50 to $5.75. Inquiries are good, and with the lightness of stocks in consumers' hands heavier business is anticipated.

LEAD—There is no change in the market, lead being quoted at $3.75 and trail at $3.65 for ordinary jobbing lots. The demand continues to improve, and the outlook is more promising.

TORONTO.

April 16.—Again on the up-grade is the metal situation this week, and with few exceptions the metals all partake of splendid orders and sales. Tin has advanced one cent and lead is up five cents. Copper is firmer and iron is unchanged. The past week was one of the best since the opening of the year. Stocks are fairly large. The indications for the future are more than hopeful.

PIG IRON—There has been little increase in the volume of new business this week, and there is a more favorable feeling abroad as to a revival of industries using iron. Prices are unchanged from last week. Canadian foundry is yet $18.50; No. 3 Middleboro, $21 and Cleveland, $22.

COPPER—A firm tone is noted in copper. Demand abroad has increased, and with the lowering of visible stocks, the price went slightly higher in New York. This to a slight extent affected the local market, and while the quotations did not advance, yet a much firmer tendency and strength was added to the conditions of sales here. The market price is yet 14c. Consumers have been buying satisfactorily, though in moderate quantities.

TIN—This metal has advanced a cent and is now quoted at 33c. Trading has been pretty active all the week. There was a fluctuation about the middle of

the week when tin went up and down, but the market recovered itself within a day. Although fair quantities have been received in England, only light lots have come to this side of the ocean, and there was a tightening of the market in consequence.

LEAD—The so-called lead trust across the border having boosted lead prices in the U.S., there was a sympathetic advance quoted locally, and lead is now at $3.90 in Toronto. Very good trading business has been done, although orders have been placed sparingly. Supplies while fair, are not nearly so large as a fortnight or three weeks ago.

SPELTER—This metal is rather quiet this week, no doubt due to the firmer tendency and prospect of higher prices, which have already taken place in outside markets. Spelter all along has shown strength, even when the other metals were dragging somewhat. Now when there is activity in lead, spelter has become easy again.

SHEETS AND PLATES—No apparent change in the market conditions of these two lines. Demand keeps steadily up, and supplies seem able to meet all requirements. Prices are unchanged.

OLD MATERIALS—Heavy copper wire is down ¼c., though the tone of the market is firmer than a week ago. Stocks continue large, though there is no further accumulating. Dealers are paying for heavy copper and wire 11c.; light copper bottoms, 10c.; heavy red brass, 9¾c.; heavy yellow brass, 8¼c.; light brass, 6¾c.; tea lead, 2½c.; heavy lead, 3c.; scrap zinc, 3½c.; No. 1 wrought iron $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¼c. to 7½c.

HARDWARE MARKETS

MONTREAL.

April 16.—Spring trade has come in with a sudden rush, as many expected it would, and jobbers are hard set to cope with orders. Every merchant wants his goods at once, and the result is that the shipping departments are working overtime to keep up with the demand. Orders are of an assorted character showing the general lightness of stocks. Reports from travelers are now of a very confident nature. Roads are getting into good shape, while merchants are much more hopeful as to a strong steady consuming demand continuing right through the summer. The North West looks extremely promising. Seeding is already taking place in some districts, and the general feeling is very bright. Some of the lower ports on the St. Lawrence are already doing business and this has helped forward the trade movement.

Builders' hardware, and the usual spring lines are in excellent demand. Wire goods are also moving splendidly. The tone of the markets is firm, and no change is reported in general hardware lines.

A small reduction is announced on iron finished steel of 10c., while the other steel lines are reduced 5c. This reduction is not unexpected, and is due to the cheapness of raw material and to some extent to the low prices obtaining in the States for such goods.

BUILDERS' HARDWARE—A fine spring movement has developed in builders' hardware. With the local permits increasing rapidly, city orders have shown corresponding stimulation. Outside points are improving, but not perhaps so rapidly. We quote door sets and escutcheons, 50 and 10; escutcheon pins, steel, 50; brass, 55. Spring hinges, No. 20, $9 per gross.

SPRING LINES—Rush orders for window cleaners, carpet sweepers, brooms, scrubbing brushes, washing machines, wringers, etc., are swinging in and jobbers are hard psessed to keep up with the movement. Gardening tools, green wire cloth, screen doors and hinges are also feeling the rush. Ice cream freezers, and refrigerators are showing good stimulation. The markets are firm and we quote: Screen doors, stained, $7.80; grained, $8.10; screen hinges, $9 a gross; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

MINING SUPPLIES—A strong movement characterises mining supplies, especially in picks and hammers. There is no change in the markets, and we quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

HARVEST TOOLS—Bookings are somewhat slow, but prospects look very healthy so far as future trade is concerned. We continue to quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

BOLTS AND NUTS—A strong demand has developed from all parts of the country. We quote: Discounts on carriage bolts, ¾ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

WIRE—The heavy spring movement in wire continues, and jobbers are shipping promptly as orders are mostly rush ones. There is no change in the markets and we quote: Barb wire, car lots and mixed, $2.65; small lots, $2.70; plain, twist, car lots, $2.95; small, $3; plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65, straight and mixed car lots, and $2.75 small lots.

BRIGHT WIRE GOODS—Orders have improved this week, especially in screw hooks. We quote: Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes, screw eyes, and square hooks, 60 per cent. Wire hat and coat hooks, 40c a gross.

TORONTO.

April 15.—Hardware is again in the turmoil of the rush season. Not only are the cities and larger towns buying extensively, but the country has now entered the lists. The roads are improving and are more passable than was the case some few days ago, and building is showing activity.

Builders' hardware is going out freely, and heavy goods ordered early in the year are being sent forward. Nails are particularly strong. Farming tools and agricultural implements continue to go out in large volume. Spring goods and household utensils are in good demand, and splendid sales of housecleaning articles have been made.

Prices have been changed on some lines, and cutting has been and is indulged in on lawn mowers, some U.S. mowers having been sold as low as 10 per cent. below current quotations. Steel squares, corrugated steel hinges and iron-finished steel for manufacturing purposes are lower. Various makes of wrenches are offered at new figures, below the old quotations in some cases and above in others. Churns are somewhat easier in price.

SPRING LINES—Sales are very good and orders continue to be received for good quantities. Children's garden sets have been very active during the week, and so have lawn mowers, some U. S. makes having been offered at a cut figure, a small-sized price war resulting. Lawn rollers and shears, hose nozzles, reels, couplings and bands, garden tools, barrows and hose and pruning knives, and poultry netting are splendid sellers. Green and black wire cloth have gone forward in large quantities during the past ten days, and demand is becoming brisk for window screens and screen doors. Household articles in tin and enamelware for kitchen use are included in most orders, and housecleaning utensils have been well to the front.

BUILDERS' HARDWARE—One of the particularly pressing lines just now. The country trade has augmented the city business and this week all the jobbing houses had as much as they could do to fill orders. Building tools, too, have received an impetus. Planes, saws, hammers, screw drivers, braces, drills, taps and dies, wrenches, etc., have been frequently asked for. Some price changes have been noted this week in some of the tools and builders' hardware lines. Steel and iron squares are now at 75 and 8 per cent. discount, instead of 75 and 12½. Steel corrugated T hinges are lower; the small size is 72c, was 80c; No. 4, $1, was $1.10; No. 6, $1.30, was $1.40; No. 8, $1.60, was $2.35; No. 10, $2.40, was $3.35. Alligator wrenches have advanced: No. 2 are $3.25 instead of $3.00; No. 3, $6.45, instead of $6.00; No. 4, $9.75, instead of $9.00; No. 5, $14.40, instead of $13.00. Whitman & Barnes' wrenches, Nos. 6 to 12, were 40 and 5 per cent., now 40 and 10.

WIRE GOODS—Brass wire which declined a week ago remains at the low quotation, 60 per cent., and now copper wire is a little easier, 100-lb. lots being offered at a special addition discount of 5 per cent.

SPORTING GOODS—Baseball lines have jumped into demand actively this week, and balls, bats, mitts, etc., are going out with a rush. Guns and ammunition are coming to the front, and lacrosse and football supplies are asked for in a satisfactory manner.

HEAVY GOODS—Nails which have been booked fairly well since beginning of the year, are now going forward in delivery. Screws, too, are decreasing stocks because of demand. Bar iron, stove bolts, etc., are frequently inquired for.

MANUFACTURING STEEL—An easier tendency is noted in the market and

some houses are quoting a reduction from 5 to 10 cents on iron-finished steel lines, notably machinery steel (domestic), tow calk steel, sleigh shoe steel and mild and band steel.

U. S. TARIFF BILL.

The Payne tariff bill, passed by Congress and now before the senate, has had the following important changes suggested in the Aldrich substitute bill before the senate :

	Payne bill	Aldrich bill
Red lead	2⅝c	2⅞c.
Ultramarine wash blue	3¾c.	3c.
Varnishes	25 p.c.	35 p.c.
Vermillion	4½c	5c
White lead	2⅝c	2⅞c
Iron ore	free	25c ton
Whiting	⅛c	¼c
Scrap iron	50c. ton.	$2.50 ton.
Bar iron	4-10c lb.	3-10c. lb
Blooms, billets, etc.	$10 ton	$8 ton
Beams, girders, etc.	3-10c. lb.	4-10c. lb
Iron and steel sheets	45 p.c.	40 p.c.
Polished sheets	1⅜c. lb.	1½c lb.
Steel ingots, etc	10 p.c. 6c lb.	to 20 pc
Steel wol	40 p.c.	11c lb.
Wire (under 4c.)	4-10c. lb.	3-10c lb
Wire (below 16)	1½c lb	1⅝c lb
Axles	1c lb	⅞c lb
Bolts	1¼c lb	1⅜c lb
Cast iron and irons	8-10c lb	½c to 35 pc
Malleable castings	9-10c lb	7-10c lb
Horse shoe calks	1½c lb	$7.50 per M
Spikes and nuts	¼c lb	⅜c lb
Fish hooks	nothing	45 p.c.
Antimony	⅜c lb	1½c lb
Lead dross, etc	1½c lb	2½c lb

HARDWARE TRADE GOSSIP.

Ontario.

D. Cinnamon, Lindsay, has secured the contract to supply the town with Lehigh cement during 1909, the price being $1.25.

J. A. Hossack, sales manager of the Lufkin Rule Company of Canada, Windsor, has been confined to his bed at Toronto, with grippe during the past week.

The Peterboro Hardware Company, Peterboro, have the contract to supply that city with Lakefield cement this year at $1.28½ and expect to handle 15,000 barrels during the year.

Courtright, Ont., will vote on April 19 on a proposition to loan $2,000 to the Courtright Stove Company, a company promoted by Fred C. Wilson, Sarnia, to manufacture stoves and furnaces.

Bradley & Bradley have established a manufacturers' agency at room 108 Peterkin Building, Bay St., Toronto, one of their lines being axes, handles, logging tools, etc., made by H. Walters & Sons, Hull Que.

J. B. Adamson and E. H. Sproule, hardwaremen of Orangeville, trading under the style of Adamson & Sproule, have mutually dissolved partnership. Mr. Sproule has disposed of his interest in the business to Mr. Adamson, who will continue under the name of the Adamson Hardware Co.

T. G. Rice, president of the T. G. Rice Wire Mfg. Co., Toronto, died rather suddenly at his home through a heart affliction on April 7. His grandfather was the first wire manufacturer in Canada. His father followed the same pursuit, and Mr. Rice's own sons make the fourth generation engaged in that industry.

Quebec.

W. G. Charleson, Ottawa, has been on a business trip to Montreal.

A. W. Bullock, of Georgeville, Quebec, has been on a visit to Montreal.

R. A. Smart, of R. H. Smart & Co., Brockville, has been on a visit to Montreal.

Alex. Ramsay, Montreal, has been elected president of the Plate Glass Underwriters' Association.

E. K. Spinney, of Yarmouth, N. S., paid a visit to the Montreal offices of Hardware and Metal.

A. E. Peters, president of the Record Foundry, Moncton, N.B., is visiting the Montreal offices and factory.

J. R. Terrill represented Caverhill, Learmont & Co., Montreal, at the funeral of A. J. Gelineau, at Sorel.

C. Frank R. Taylor, representing Taylor Bros., Carleton Place and Almonte, has been visiting hardware jobbers at Montreal.

Archie Macfarlane, Montreal, has returned from a trip to Vancouver and Winnipeg. Jobbers are extremely satisfied with prospects, and there is generally a confident feeling that the North West will have a good business year. Seeding has already commenced in some places, and harvest prospects look very favorable.

A. J. Gelineau, senior member of the firm of C. Labelle & Co., Sorel and Three Rivers, died on Saturday last after a long illness at the age of 40. Mr. Gelineau was deeply respected by all classes of the community, and his loss will be greatly felt, as he threw himself heartily into all matters affecting the public interest. He was a warm hearted friend of all commercial travelers.

HOW NAILS WERE NAMED.

Several accounts are given of the origin of the terms "sixpenny," "eightpenny," "tenpenny," and so on, as applied to the various sizes of the old-fashioned nails. According to one statement, when nails were made by hand, the penny was taken as a standard of weight, and six were made to equal the weight of a copper penny. Another explanation is that tenpenny nails originally sold for tenpence a hundred, sixpenny nails for sixpence a hundred, and so on, the smaller nails selling for a lower price. Still another explanation is that 1,000 nails of the tenpenny size used to weigh ten pounds, 1,000 of the sixpenny size six pounds, and so on. Of the ordinary sixpenny nails there are eighty to the pound ; of the eightpenny there are fifty ; of the tenpenny, forty-four ; of the twelvepenny, thirty-nine.

According to the preliminary report of the U. S. forest service the production of more than 36,500,000 gallons of turpentine and more than 4,000,000 barrels of rosin, with a valuation of more than $14,000,000 for turpentine and nearly $18,000,000 for the rosin, summarizes the output of the naval stores industry in that country for 1908.

PUZZLE WINDOW AT VANCOUVER.

During a horse show at Vancouver last year a prize of $20 was offered for the most original window display by grocers, hardware and other retail stores, it being won by F. S. Lockett, of the George Hunter Hardware Company, with a "rebus" window, which, he reports, attracted as many as 60 people at one time to the window to study out the intended wording of the many puzzle signs displayed.

The windows were built up in the form of a platform and horse show colors were used for draping. Following are some of the "Horse show pointers in hardware language," shown on the various cards, the words in capitals being in hardware articles from stock :

We do not wish to bore you at AWL, but we believe a great deal HINGES upon the success of Vancouver's first Horse Show. Under the direction of the capable gentlemen who have taken the affair in hand, we feel that everything AUGERS well for the show, and that it will be conducted on a high LEVEL and strictly on the SQUARE.

Our ad-VISE is to obey the RULES and regulations laid down, act on the SQUARE and it will not be necessary to FILE any complaint.

As hardwaremen we believe in good ADZES, and if this is not such, it has at least served to display a few of our STAPLE lines.

It will BRACE you up, to go to the show, hear the music, mix with the crowd and watch the Vancouver BELLS in the BOXES.

Many smart TRAPS will be seen at the Horse Show, and it is the part of wisdom to take the girl you like best to SPOON with. There is no way you could make a GRATER hit.

If a horse BOLTS in the RING, or WRENCHES his leg, don't get PAIL, but go out and take a SHOT of something in a good-sized GLASS.

Beware of PICK pockets. Don't let the HANGERS on HOOK your valuables.

The Horse Show has booked a splendid list of entries, but there will be some old SKATES on exhibition.

The Horse Show will be held in the DRILL Hall, and in order for it to be a complete success all the KNOBS should attend.

Wear swagger hats and horsey clothes, but remember it is a BIT early yet to set the fashion for SPRING SHADES in HOSE. Good taste absolutely governs Horse Show raiment.

As there are no race track events, there will likely be no WRINGERS, except the class we back here, and they always PAN out well.

FORT WILLIAM'S WATER SUPPLY.

March 2.—Your correspondent took advantage of an offer from James Piper, of the Water, Light and Telephone Commission, to visit the work now in progress on the Loch Lomond water supply for the City of Fort William. Mr. Piper, who is the senior member of the hardware firm of J. & T. M. Piper, has served on the commission for several years and has especially identified himself with the Loch Lomond water service, which he will have the satisfaction of seeing inaugurated in June of this year.

The lake, known as Loch Lomond, lies about eight miles from the city, and has an altitude of about 350 feet above the level of the plain on which Fort William is built. The water is the purest possible, and has been pronounced to be perfect for all domestic purposes. The engineering work of bringing this water into town has been done by day labor under the City Engineer, and will involve an expenditure of over $300,000 before it is completed. To bring the water down required a tunnel through the rocky ridge on the north side of the lake 5,000 feet in length, from the mouth of which the water is to be piped down to a reservoir calculated to hold ten hours' supply for the city, and situated at a lower level than the lake itself so as to reduce the pressure on the city mains, and at the same time permit of the tunnel being closed and inspected at any time that it may be necessary. From the reservoir an eighteen-inch iron main brings the water across the lands of the Indian Mission to the bank of the Kaministikwia River, where it is carried across the river by a double series of flanged steel pipes, laid thirty feet below the surface of the water, in a trench excavated for the purpose. Thence the eighteen-inch main is continued to the centre of the city whence the water is distributed.

At Loch Lomond the in-take pipe runs 750 feet out into the lake drawing the water from a depth of over twenty feet and from a clear, clean gravelly bottom. It will be conducted into the tunnel through a 36-inch pipe with flexible joints, by way of a gatehouse with concrete base and granite superstructure, built of granite boulders gathered from the glacial drift along the shore of the lake. For two hundred feet from the gatehouse the tunnel is lined with concrete, after which the nature of the rock is such that no lining will be required.

The tunnel, 5,000 feet in length, is the portion of the work upon which interest is mostly concentrated at present. Of the total length there now remains a strip less than 500 feet long, and at the breast of one drift one can now hear the air drills in the other drift at work, the sound being like the distant chugging of a gasoline launch. The drilling is being done by Rand air drills, driven by a Rand compressor, at a pressure of 80 pounds, the machinery being all driven by electricity conveyed across from the city power station. For about 800 feet at either end of the tunnel the drilling was easy, and as much as 200 feet per month was driven, but as the tunnel approached the centre of the hill the rock changed from a volcanic slate, formed by the compression of volcanic ash beds, to a hard trap formation in which progress was cut down to almost one-fifth of what it had been. Here it sometimes takes five new drills to start a hole, and after it is started a drill is worn out every six inches. At the time of our visit a new process of tempering was just being tried with a view to lengthening the life of the drills. The whole tunnel is lighted by electric lamps, and arc lights are installed at the outside workings.

At the commencement of the enterprise the design was to convey the water from the reservoir to the river bank in wooden pipes built in British Columbia, but they proved very unsatisfactory and the experiment resulted in a lawsuit between the company supplying them and the city, in which the city has proved the winner. Since then the pipe line has been relaid with cast iron eighteen-inch pipe, supplied by the local branch factory of the Canadian Iron & Foundry Co. These pipe are giving great satisfaction, and it is extremely gratifying to be using material of local manufacture for the city work, on a scheme as extensive as the one now under way.

Until the work is visited personally it is hard to form a true conception of the big problems involved in carrying this water through the tunnel and across such a distance of broken and rocky country, and the success with which it has been so far accomplished will reflect great credit on City Engineer Hancock, who has designed and carried it through.

When the connection is made the area of Loch Lomond will supply water sufficient for a city of 100,000 people for two years, without allowing for any inflow or rainfall. Added to this, the damming of the outlet of the lake at Carp River, can be made to raise the water of the lake an additional six feet, giving three times the amount of water in storage.—F. T. L.

RAILWAY DEVELOPMENTS.

The Great Northern will enter Winnipeg this season.

The Montreal Street Railway contemplates making several extensions to its lines.

The Toronto Railway Co. will lay heavier rails on some of its routes this season.

Residents of Ladner have asked the B. C. electric road for a more direct route to Vancouver.

The C.N.R. have a force of men building the big approaches to the traffic part of the bridge on the north side of the river at Prince Albert.

The Hamilton Street Railway Company has made formal application for permission to start the work of laying the new tracks on James Street, that city.

Extensive improvements will be made this summer to the Duluth extension of the C.N.R. Among other changes to be made, the track will be re-tied and ballasted and put in good shape generally. The bridges will also be repaired.

Grading on the Alberni branch of the E. & N. railway between Nanaimo and French Creek, B.C., is about completed. It is expected that the rails on this section will be laid before the end of June, when train service will be inaugurated.

Cobourg town council has granted the request of the Provincial Steel Company to construct a line of railway from its plant to the lake front. The Cobourg, Port Hope and Havelock Electric Railway Companies have also been granted franchises to enter that town.

A new lease was given the Toronto Suburban Railway. It proposes to continue its line at present built to Weston, up to Brampton and along through Peel, Wentworth and Welland Counties, to Port Colborne. It also proposes to continue its line at present built as far as Lambton Mills along to Hamilton, and on through Wentworth and Lincoln Counties to Niagara Falls.

The Cobalt Range Railway Co.'s bill was reported by the Commons Railway Committee. The company is authorized to construct the following lines: From Haileybury to Elk Lake via Bucke, Firstbrook, Barr or Hudson, Lundy, Auld, Cane or Henwood Barber, Tudhope or Bryce and James, thence to Gow Ganda Lake. From Ville Marie, Que., to Opasilica Lake, and thence to the N.T.R.

STOVES IN THE WINDOW.

In the show window set up a base burner and run a pipe from it to the wall and arrange a cosy parlor scene. Put a cat in the window to make the place look homelike. Animals in a show window are very attractive at any time. A dealer in the West set up a base burner last fall in the show window, strewed some oak leaves and acorns about it, decorated with oak leaves, and turned three or four squirrels loose in the window. There was a crowd about the window nearly all day long, and the display was the talk of the town.

Set a base burner about the centre of the window. Get long strips of red, white and blue ribbon and run them from the legs, foot rails, wings, urn, etc., to the window, hanging on the ends of ribbons a small card calling attention to certain features.

SITUATION WANTED.

HARDWARE SALESMAN desires position in retail business; 3 years' experience; both languages. West preferred. Box 13, HARDWARE AND METAL, Montreal. (18)

Trade News From Atlantic to Pacific

Quebec and Maritime

Glass Import Orders Being Received at St. John—New Hardware Store Opened at Halifax.

HALIFAX.

April 12.—The hardwaremen are now busy filling spring orders, a general improvement being noted in business with the opening of the season and the better condition of the roads. Prices are fairly steady throughout the list and collections are about an average.

Building operations promise to be brisk again in Halifax this season, and work has already been started on several large contracts. The Nova Scotia Government has just awarded the contract to Longard Bros. for the heating of the Technical College at Halifax.

Morton & Cragg opened their new hardware store on Barrington St., on Saturday. The store is well stocked and as the proprietors are both popular young men, they will no doubt receive a good share of the public patronage.

The lumber industry is booming and all the mills are busy cutting the logs. In some districts the cut promises to be heavy. Clark Bros., who have been operating at Bear River, will cut in the vicinity of four million feet. Large shipments are now going forward to European ports.

The new Burrill-Johnson Iron Company's buildings at Yarmouth, will be of brick and they will be equipped with the most modern machinery. Providing that the company secures certain concessions from the town they will engage in steel shipbuilding on an extensive scale. The company ask to have their rate of assessment fixed at a sum not more than $20 000, free water, and a free site for their shipbuilding plant.

A steamer which arrived here yesterday from Mexican ports had 5,600 bales of sisal for Upper Canada. The same steamer also brought a large quantity of asphalt.

W. Home, representing the firm of Berry Bros., varnish manufacturers, Walkerville, spent the Easter holidays with friends in Truro, N.S.

ST. JOHN.

April 13.—The Frank B. Gilbreth Co., of New York, which has the contract for the building of the big power development at Grand Falls, N.B., for the Grand Falls Power Co., has awarded a contract to the William G. Hartramft Cement Company, of Montreal, for 60,000 barrels of cement, the price being in the vicinity of $100,000. This order covers the entire cement requirements for the work. Good progress is being made in the erection of the preliminary plant at Grand Falls.

The spring business is reported very good. The wholesale houses are busy rushing out orders and getting in new stock. Shipments of glass were rereived during the past week or so from the C.P.R. direct steamers from Antwerp. The retailers report a brisk demand for all kinds of housecleaning materials, such as brooms, brushes, mops, paints, etc. It is expected that as soon as the river opens, which will probably be in about a week or two at the latest an impetus will be given to trade.

R. W. W. Frink, D. J. Purdy, James R. Ferguson, Joseph Court, H. R. McLellan, Clarence H. Ferguson, Harold Climo, C. W. Brennan and George H. Waring, of St. John, and John A. Calhoun, of Savannah, Ga., are applying to the Provincial Government for incorporation as the Maritime Engine Company. The object and purposes of the company as set forth in the application are to construct, rebuild and repair engines driven by gas, compressed air or other motor fluid, and boats. They will place on the market the Strickland-Mowry engine. The capital stock of the company is $125,000.

The Bank of New Brunswick, which a couple of years ago built a branch office in the north end of the city and is now completing a branch in the west end, has purchased a site on Charlotte St. in the uptown district, and will build a branch there. These branches are of a similar design, being built of sandstone and are very attractive looking structures. Work on the new building will be commenced in May and when completed the bank will have four offices in this city. W. E. H.

Ontario Trade News

Smith's Falls Growing Rapidly—Brantford Store Opens New Department—Leamington Stove Manufacturers Secure Good Contract—Hardwaremen Encouraging a Revival in Bicycle-riding.

SMITH'S FALLS.

April 12.—The assessment roll for 1909 is $1,724,007, with a population of 5,812. Steps are being taken by the council to annex a part of Atironto, a suburb, which will bring the population over the 6,000 mark.

Last year 46 houses were erected and prospects for 1909 are still brighter and hardwaremen and plumbers are enthusiastic about the outlook. Last fall 140 men were moved by the C.P.R. from Carleton Place to Smith's Falls. Many of these men have families and are anxious to move them to Smith's Falls as soon as accommodation can be secured. Besides a number of private residences many houses for rent are talked of, to take care of the added population. Several houses are ready having foundations excavated for them.

The annual meeting of the Frost & Wood Co. was held recently when Senator Francis T. Frost was elected president and Charles B. Frost vice-president. The company have now over 500 men on the roll and the shops are running until nine o'clock each night. This is found necessary to take care of the increased business. Among their orders is one for 3,000 mowers from Europe.

The Smith's Falls Malleable Castings Co. opened their new foundry on Monday, April 12. The old one is working to its capacity and cannot conveniently handle the present business. This foundry was acquired about two years ago, but owing to the slump of 1907 this foundry was closed. It is now found necessary to open it and the two will be run to their capacity, giving employment to about 150 more hands.

The water commissioners have paid to the town treasurer $1,500, the surplus for the first quarter of 1909 on the municipal waterworks. G. C. K.

HAMILTON.

April 13.—The most important topic in hardware circles this week is the sudden abandonment of the scheme to erect a large hardware store building by the Mills Hardware Company on South John Street. The proposition fell through last night as the result of the T.H. & B. Railway Company purchasing the site on which the proposed building was in the course of erection for the object, it is proposed, of building a large union station. So far there is no intention on the part of the company of resurrecting the scheme and it looks as though what it was felt would prove an important experiment, would not be carried out. The idea was to cater more directly to the large farmer trade which is obtainable from that location and to extend the business section of the city. As the deal with the railway company was put through in a little over two days and as it was such a surprise to the Mills interests the company has so far not had time to decide whether the proposition will be carried out on another site or not. It is understood the hardware firm got a good price for the property.

However the purchase of the property by the railway company is a source of satisfaction to the populace generally as it is taken as a positive intimation from the company that it intends building a new station. It is believed that the T. H. & B. in conjunction with the C.P.R., Southern Ontario Pacific, the Canadian Northern and possibly the Grand Trunk,

will enter into a scheme to erect a handsome big station extending over several blocks. The property is a block and a half east of the present station and on the opposite side of the street.

The Ontario Lantern Company was a severe loser by the big storm of last week. The wind carried away the roof of a new addition which was in the course of erection. The accident will not interfere with the firm's business.

Wood-Vallance and Company secured the contract from the city for supplying 800 feet of six inch wrought iron pipe for the connection between the city sewer and that on the mountain.

J. W. Jamieson, office manager of Bowes, Jamieson and Company, has severed his connection with the company and will likely go into business for himself. D. L.

LONDON.

April 13.—A brisk demand for gardening tools and builders' supplies is keeping hardwaremen busy and dealers generally look for a continuance of business activity throughout the season.

"McClary's Wireless,' 'is the name of a monthly publication, the first issue of which has just appeared. It is published by the company whose name it bears; is edited by Austin A. Briggs, the company's advertising manager, and consists of 16 pages 6x9 inches. It contains, in addition to much trade news, bright and breezy articles and squibs by the editor and others, and taken altogether, the publication is most creditable.

The building occupied by the Purdom Hardware Company, on Dundas St. suffered severely during the storm of last week, a portion of the front being blown out. The stock, however, escaped damage, and the firm were able to continue business without interruption. The damage is being repaired.

R. S. Wilson, for several years head of the purchasing department of the McClary Manufacturing Company, and who recently retired from the company's service in order to engage in business in Vancouver, was last week presented by the office staff with a handsome china cabinet. A nicely-worded address was read by F. Irwin, the sales manager, and in reply Mr. Wilson made a neat speech, in the course of which, he spoke of the many friendships he had made during his twenty-three years' connection with the McClary company. F. T. Y.

BRANTFORD.

April 13.—At a splendidly attended meeting of the Retail Merchants' Association of this city, held last evening, at which the hardware and allied merchants were well represented, D. A. Scroggie, official debt collector for the Guelph Retail Merchants' Association, spoke on the system of overcoming the "dead beats" and paying up of old debts, hitherto called: "bad debts," as in force in the Royal City. He pointed out the merits of the system and the great advantages which have accrued to the merchants interested by the system. The cost was but slight when compared to the advantages, as it was distributed according to the amount of bad debts for each merchant or the size of his business. The Brantford merchants, after some discussion, expressed themselves as being in favor of a cash basis for their business, but they felt it was impossible to do this, and accordingly an executive committee was appointed to complete details for the establishment of the system here. In speaking with some of the merchants who were present, your correspondent learned that the point which was thought by the local retailers to be the greatest value was the "black list," so-called, by which chronic credit-seekers became known to each and every merchant. This feature will be pushed locally, it is expected.

A small fire occurred at the Scarfe Varnish Works on Tuesday morning. The damage was small and covered by insurance.

A handsome new department has been added to the already spacious store of Turnbull & Cutcliffe, hardware and stove merchants, Colborne and King Streets. The second storey has been entirely re-arranged, and in future will be devoted to kitchen, dairy and laundry utensils. A complete range of these articles has been added to the stock, and it is now one of the finest in the city. A large new stairway has been erected in the front of the store, to give access to the new department. A. W.

CHATHAM.

April 13.—The Easter week trade is on all sides reported to have been excellent, and the spring and summer outlook is exceedingly bright. Farmers, on whom the prosperity of local hardware men largely depends, are well ahead with their plowing and seeding and wheat is reported as looking good. The optimistic outlook has a natural tendency to loosen the farmer's purse strings.

Hardwaremen are giving considerable attention to bicycles this spring. The trade seems to be a slow but steady one. The collapse of the bicycle craze some years ago flooded the market with second hand wheels, in addition to which the bicycle and repair trades were allowed to drift out of the hands of regular hardwaremen. Westman Bros. and Stephens & Douglas are both handling bicycles, and have recently put on window displays.

The fact that the Chatham Wagon Co. has practically decided to double the capacity of its present factory is taken as an encouraging sign of industrial recuperation. Tenders have been asked, and the contracts will probably be let this week. T. J. Rutley is the architect. A two storey building 200 by 56 feet is contemplated. The present capacity is 4,000 wagons and sleighs yearly, but with the building of the new addition and the installation of new machinery the company will discontinue the manufacture of sleighs, and devote its sole attention to wagons, the output of which will be increased to 8,000 a year.

An important deal recently took place whereby the East Tilbury Canada Oil Fields, an English concern, took over about a dozen oil properties. A big movement toward the development of the field is anticipated. Last Wednesday's big storm wrecked probably 50 derricks, involving a loss approximating $15,000.

Dresden will submit a by-law to the ratepayers authorizing the expenditure of $20,000 on a new public school.

Jas. Brown, who formerly conducted a hardware business in Thamesville later run by Graves & Sims, has started a hardware business in Kincardine.

Frank Jones has joined the hardware staff of W. H. Goodhue & Co., Ridgetown.

J. G. Crosby, the Highgate hardwareman, has completed a contract for the plumbing and furnace for Alfred Spencer's residence at Ridgetown.

The Chatham Gas Co. is carrying on an energetic campaign with a view toward extending the use of electric light and electric irons, considerable newspaper space being devoted to well written "readers."

Gammage & Co., Ridgetown, are pushing the bicycle and auto business hard, using considerable newspaper space. They have a full line of new bicycles and accessories, and report quite a few auto sales.

Reissner Bros., Leamington, are making good progress with the manufacture of their new steel range, having just closed a contract to supply the Northwest with $2,000 worth a month, with prospects for an increase. They intend to build a new factory and are now looking for a suitable site.

Industrial building is looking up. In addition to the Chatham Wagon Co. extension here, there is to be a new flour mill built at Dresden this year. The St. Thomas Canning Co. also purpose establishing a branch factory at Ridgetown this summer.

The Dresden basket factory, which hitherto has carried on operations in the Hicks block, has been compelled to move into larger premises near the Mahler evaporator, the company having been rushed with orders.

Alex Voissard, the Wallaceburg bicycle dealer, is stimulating interest in the bicycle business by offering a fine silver cup as a trophy in a series of bicycle races to be held as soon as the condition of the track permits.

The Sydenham Glass factory at Wallaceburg was visited at an early hour this morning by a disastrous fire, in which nearly the entire plant was destroyed. The office, flint house, box factory and the new building in course of construction were the only portions saved, some ten buildings being burned to the ground. Manager T. B. Dundas estimates the loss at $125,000, which is understood to be entirely covered by insurance. V. L.

GAS APPLIANCES WANTED.

Siege Social & Ateliers de Construction, 106 and 108 Rue de Lourmel, Paris, France, write Hardware and Metal stating that their company owns 36 gas works in France and desiring to increase the consumption are in search of all appliances for lighting, heating or other domestic or industrial purposes. They ask for particulars and price lists from any Canadian firms who wish to introduce their goods in France.

The Prairie Provinces

Many New Railway Branches—Grand Trunk Pacific Nearing Edmonton—Building Trade Active—Bright Prospects for Winnipeg Retail Hardware Association.

WINNIPEG.

April 11.—The busiest office in the city is that of the building inspector and from new construction work already in sight it looks as if the year would be a record one. The buildings planned or commenced on Portage Avenue alone will pass the three million dollar mark, this including the twelve-storey block for the Grand Trunk Pacific. The local agents of Lord Northcliffe, who already is heavily interested in Winnipeg property, have received $625,000 from the millionaire publisher for investment.

F. W. Cardno, who has been engaged in the retail department of the J. H. Ashdown Hardware Company in the city for the past four years, left on April 2 for British Columbia, where he will occupy a more responsible position in the Nelson branch of the same company.

Mackenzie Johnson, late of Miller-Morse hardware department, has left on a trip to attend the World's Fair at Seattle before returning to his home in Montreal.

The retail hardware merchants of the city should be congratulated upon the splendid spirit which prevails among them. They are, at the present time, perhaps the most enthusiastic association in the city, and their energy is not all exerted along the line of conservation of prices. This is, of course, a part of their concern, but it is by no means the most important part.

No organization can be formed to compel each member to abide by any rigid rules that might be scheduled. But when an association is formed to cultivate a spirit of brotherhood half the purpose of the organization has been realized. One member of the association put the idea of the association in a nut-shell when he said: "It does not matter what line of business a man is pursuing, if you get his heart you have him all the way. and if the retail merchants meet as an association of friends and brothers in business all the petty differences which so often arise in business will melt away as dew before the morning sun.

The good fellowship feeling among the members runs high and at the meeting of the association to take place on the evening of April 12 this side of the association's life will be emphasized in a way that it has never been before.

The J. H. Ashdown retail department are making some large alterations in their store. The sporting goods department of the business has been growing so rapidly this past few years that their old space has become too small to make a satisfactory display of the stock, consequently this stock is being moved to the second floor, where some 600 square feet more will be used by the department. To make the change t' silverware department is to be moved downstairs where a seven-section mahogany case, 60 feet long, will be built along the wall to contain these attractive goods. The sporting goods trade is heavy in this store. The skate trade during the past winter has exceeded any other season's trade in this line. Footballs and outfits as well as baseball outfits are the order of the day.

James A. Boyd, western traveler for the Imperial Oil Co., of Winnipeg, is in the city over the holidays. Mr. Boyd has been in the oil business for about eight years, being formerly manager for the British Petroleum Company's branch in Belfast. The products which he represents for the Imperial Oil Co. are refined oils, lubricating oils, greases, wax goods and lighting, heating and cooking oil lamps. He reports business much livelier than one year ago.

Wilkinson Kompass & Hawkey Co., Limited, of Hamilton, Ontario, have opened a wholesale carriage hardware business in this city. H. R. Hawkev who was at one time a buyer for D. Ackland & Son, of Winnipeg, is manager of the new concern, and L. T. Pemberton, formerly manager of the Sterling Bank, Toronto, is secretary-treasurer. They are capitalized at $40,000, and they are very optimistic regarding the future of the business in Western Canada.

A. H.

EDMONTON.

April 10.—Trade has been fairly active during the past two weeks, the principal demand being for enameled ware, galvanized pails churns, poultry netting, clevises, hoes, rakes bluestone, etc.

The Canadian Northern Railway have already started work on branch lines in this district, on which the Provincial Government are guaranteeing the bonds. One branch will run from Vegreville on the main line of the C.N.R. to Calgary, another is the completion of the branch from Edmonton, north to Athabasca Landing. The latter will place Edmonton in direct communication with the waterways of the northern part of the province.

Building operations in the city are in full swing. Permits already taken out are far in excess of last year.

Work has been going on steadily at the Parliament Buildings, and also the Post Office. It is expected the latter building will be completed in June. Work has started on Hallier and Aldridge's new warehouse, which will cost $35,000. Pheasey & Batson have been awarded the contract for the Edmonton Iron Works new building, contract price $35,000. The same firm have also secured contract for Dr. McLean's business block valued at $35,000. Work has started on the John Kelly block contract price $30,000.

An event of importance to Edmonton, will be the arrival of the Grand Trunk Pacific. The steel is now less than one hundred miles away. It is expected that the line will reach Edmonton early in June .

E. Brosseau, Brosseauville, is in the city for a few days.

Jack McMullen, an old Toronto boy, is now covering part of the C.P.R. between Edmonton and Calgary for Ross Bros., Limited. J. H. H.

British Columbia.

League Formed to Promote the Development of Vancouver Island—Business Transfer at Vancouver—Large Imports of Tin for Salmon Canneries.

VANCOUVER.

April 10.—With the opening of the fine weather, the Board of Works is getting busy with its pavement, and at its meeting on Tuesday evening passed the recommendations of the engineer for wood block paving on Seymour, Richards, Homer, Howe, Dunsmuir and Harris streets, the total approximate cost of which is $71,000. Wood block is the favorite pavement here, as it has stood the test of time. In laying the Cordova street extension of the street railway, which runs a block on Granville street, the wood block pavement that was laid there sixteen years ago was torn up in the centre of the street. This block is the most travelled in the city, being the only thoroughfare to and from the C.P.R. depot and steamers, yet with all this traffic, the blocks are as good as when they were put down, with the exception of showing wear on top. The cement foundation was also in very good condition, requiring hard work to tear it up.

Nelson street was the first street in residential district to be paved with asphalt, and it has stood very well there. At present, Frederick Beckett is here from Toronto and in the interests of the Barber Asphalt Company is endeavoring to secure petitions for the paving of other streets in the west end.

The Water Committee will advertise shortly for tenders for the supply of four miles of six and eight inch cast iron pipe.

Nearly two million and a half dollars' worth of steel construction buildings are going up at present, indicating the substantial character of the city's progress. Those on which work is proceeding are: The Winch building adjoining the new post office, $380,000; Bauer & Harrison hotel, immediately opposite, $200,000; new post office, $450,000; Mercantile building, $180,000; Arcade structure, $500,000; Carter-Cotton building, $225,000; Exchange Building, $75,000; Crowe & Wilson building, $50,000; P. Burns & Co., building, $25,000; B. C. Electric Railway Company's new offices, $250,000. This does not take in the new court house, which will involve an expenditure of half a million, as it is located three or four blocks from the others, which are included in the strict down town area, and all are within a

few blocks of each other. The court house building is of stone and iron, and is now up to the second story.

As an instance of the trade into this port, shipments by the Blue Funnel liner Oanfa, now unloading at Evans, Coleman & Evans' wharf, might be mentioned. On the manifest are 3588 ingots of pig tin, worth $105,560; 49,924 boxes tin plate, worth $250,000; 720 slabs of tin and 244 pieces of pig lead.

Mr. Patterson, who for some time held a position in Henry Humphrey's store, has purchased from F. F. Furse, the hardware business on Ninth Avenue, at at the corner of Grenville street. The business was established about a year ago by Dorward and Furse.

J. G. Martin is on a visit to the Okanagan. Mr. Martin for a number of years was connected with the pioncer hardware firm of Martin Bros., Vernon.

C. T. Rolston, of the staff of Tisdall's sporting goods store, has returned from the east. He spent two months in the New England states visiting the plants of manufacturers, whose goods are handled by Mr. Tisdall, to familiarise himself with the processes.

Miss B. Dunn, daughter of Thomas Dunn, manager of the Prince Rupert Hardware Company, and an old resident of Vancouver, has come to the hospital here suffering from appendicitis.

NELSON.

April 10.—Sam. J. Gorman, the new vice-president and managing director of the Canadian Marble Works, of this city, has returned from a trip to the east, and when away inspected the principal marble quarries in the States. He is very much pleased with his purchase of the quarries at Lardo. It is the intention of the new owners to immediately establish a large sawing and finishing plant at the quarry from where shipments will be made to all parts of Canada. It is the intention to retire from the retail monumental business entirely, and to devote their efforts to the requirements of the building trade both for interior and exterior work. The company, will, however, continue in the wholesale monumental business and expects to be able to ship as far east as Toronto and Montreal. The new plant will be in operation in a couple of months, and already the company has been asked to quote estimates for material for several large buildings, some as far away as Winnipeg. There is every assurance of a good business.

VICTORIA.

April 8.—Trade for the past week has been very good in most lines of hardware, more especially builders', most of the hardware houses reporting a good steady demand. Local wholesale stores are very busy filling outside orders, the shipping departments having to work overtime to get the goods out, which speaks well for the trade on outside points.

Things are looking good for the development of Vancouver Island. With a strong and enthusiastic development league just formed, and reports coming in of industrial activity from all points, there are good things in sight. At Nanaimo a large amount of building is being done. At Comox, the lumber mill has to install new machinery, which will double the capacity of the mill, to meet the growing trade. A new wharf is to be built for the town at Union Bay. At Quatsino a new hotel is to be built. About $8,000 will be spent on the structure. The advancement of the district fully warrants the erection of the new hotel.

W. B. C.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Fruit Jar Wrench. — Emerson & Fisher, St. John, ask for the name of a manufacturer of a satisfactory fruit jar wrench, adjustable, to fit all sized jars.

We have been unable to learn of a satisfactory wrench for this purpose.—Editor.

Sheet Aluminum. — Stevens-Hepner Company, Port Elgin, Ont.. ask where thin sheet aluminum can be obtained.

From the Aluminum Company of America (formerly the Pittsburg Reduction Company), Pittsburg, Pa.—Editor.

Car Ticket Holder.—The Novelty Mfg. Company, Hamilton, ask what firm in Toronto makes or sells a small pocket car ticket holder ejecting one ticket at a time.

The Aikenhead Hardware Company, Temperance St., Toronto.—Editor.

Iron Stakes.—G. D. Dahmer, Conestogo, Ont., asks where iron stakes for wire fences can be obtained.

The Dennis Wire & Iron Company, London; Canada Foundry Co., Toronto; Owen Sound Wire Fence Company, Owen Sound; Banwell-Hoxie Wire Fence Co., Hamilton; and the Page Wire Fence Co., Walkerville.—Editor.

Feet for Jardinieres.—J. H. Worsell & Son, Goderich, ask where they can buy feet for making old brass kettles into jardinieres.

Fletcher Manufacturing Company, 442 Yonge St., Toronto.—Editor.

Geo. D. Dahmer, Conestogo, Ont., asks where he can procure iron stakes for wire fences.

The Page Wire Fence Co., Toronto, are makers of these stakes and other supplies.—Editor.

ADULTERATED TURPENTINE.

Another Ontario hardwareman has written Hardware and Metal that he has been sold turpentine by an American firm which painters claim is not pure. The name of the firm he gives is the same as the one referred to in recent issues of Hardware and Metal, and an analysis of whose product was given in Hardware and Metal of April 10. An analysis can be secured from the Department of Inland Revenue, Ottawa, for $5. One firm has refused to pay for the adulterated turp and others may follow suit.

TO ERECT LARGE SHOT TOWER.

The Canada Metal Company, Toronto, have purchased from Somerville, Limited, Toronto, the shot tower and machinery located at the works on Richmond street east, and will remove the plant to their new factory site near the Exhibition grounds. A tower 200 feet high, the largest in Canada, will be erected and the machinery will be brought thoroughly up-to-date in order to produce a superior quality of shot.

While it is understood that loaded shells are replacing shot as an article for sale in hardware stores, Mr. Harris, junior, of the Canada Metal Company, states that his company are making plans which will make them an important factor in the shot trade.

One large building has already been built on the new site and, in addition to the shot tower, the company will erect other buildings there during 1909.

WAITING FOR THE FREIGHT.

By A. S. Corey.

At a lone and dreary station
Of a little country town
That lies dreaming on the mountains
While the sleepy sun goes down,
I am sitting in the twilight
Writing you this little song;
Waiting, waiting, idly waiting
For the freight to come along.

One by one, far up above me,
Little stars begin to glow—
Soft night winds are gently rising
Whispering so sweet and low—
As if bringing me a message
From the lips I know of late,
Just a tender thought to cheer me
While I'm waiting for the freight.

And I think how many thousands
Fellow travelers on the road,
Like myself are sad and lonely,
Bearing manfully their load,
Far away from those who love them,
Toiling early, toiling late,
And my heart goes out to greet them
While I'm waiting for the freight.

A despatch from Grand Forks, N.D., states that D. W. Hines, of Hannah, contemplates the construction of a line from Duluth to Hudson's Bay, by way of Regina. It is stated that the Canadian Government will grant assistance. Application will shortly be made for a charter.

THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in HARDWARE AND METAL is the right kind of bait to use when you have any proposition of interest to Hardware, Stove and Tinware dealers, clerks or travellers.

The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

If it is a set of tinner's tools you have to sell, why not get them out of the way and get the money for them which you can use in your business?

If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

If your proposition has anything to do with the hardware trade, try a Want Ad. in HARDWARE AND METAL. Address our nearest office.

HARDWARE AND METAL

MONTREAL: 232 McGill Street TORONTO: 10 Front St. East

WINNIPEG: 511 Union Bank Building



CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENCIES WANTED

A TRAVELER, calling upon the stove, tin and hardware trade, wants one or two side lines. Well posted in metals. Address Box 824, HARDWARE AND METAL, Toronto. (17)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

BUSINESS CHANCES.

IF YOU ARE LOOKING FOR A BUSINESS opening in the West, state particulars of your requirements to P. O. Box 1752, Winnipeg. (17)

WELL established general hardware business in a central Ontario town, surrounded by excellent farming district. Two railways. A good opportunity for young man. Best of reasons for selling. Box 825, HARDWARE AND METAL, Toronto. (19)

FOR SALE—In live western Ontario town of 1500, first class jobbing tinsmith and tinware business, with no opposition within ten miles. Stock and tools about $900. A snap for a hustler. Address Box 215, Glencoe. (16)

YOUNG man in Winnipeg with experience and some capital wants partner to start hardware business in West. Partner must have money and experience. Box No. 28, HARDWARE AND METAL, Winnipeg. (17)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE and furniture business for sale on Winnipeg Wetaskiwin line in Alberta. Good district. Stock about $5,000, turnover $25,000. Real estate about $2,000. Sell or rent. Address Box 39, HARDWARE AND METAL, Winnipeg. [17]

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MISCELLANEOUS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

AN EXTRA 1 PER CENT.—A National Cash Register will earn at least an extra one per cent profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

EXPERIENCED SALESMAN for hardware and stoves, with general knowledge of heating. Wholesale and retail. Box 822, HARDWARE AND METAL, Toronto. (16)

HARDWARE salesman desires position, wholesale or retail. Four years' experience as traveling salesman. Box 823, HARDWARE AND METAL. (18)

HARDWARE clerk, experienced smart salesman, good stock-keeper, age 27, single, wants position in west. Box 11, HARDWARE AND METAL, Winnipeg. (16)

OFFICE work by a thoroughly posted man in the hardware and stove business. Am recovering from an accident to hip that requires some rest. Later on, and even now, would be a first class man in the store. Single. Address Box 827, HARDWARE AND METAL, Toronto. (18)

SALESMAN, 12 years' indoor and traveling experience, wants position with wholesale or jobbing house. Box 830, HARDWARE AND METAL, Toronto. (19)

SITUATION WANTED—As hardware traveler for Montreal city, or sample room clerk; both languages. References. Apply Box C.L., HARDWARE AND METAL, Montreal. (16f)

TINSMITH and plumber wishes situation as junior hardware clerk. Would help in shop. Address Box 828, HARDWARE AND METAL, Toronto. (17)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

THE Pease Foundry Company, Limited, have an opening for an Eastern Ontario representative with a knowledge of the heating business. The Pease Foundry Company, Limited, 36 Queen Street East, Toronto. (15)

SITUATIONS VACANT.

WANTED—Buyer and manager for cutlery and sporting goods department of wholesale hardware house. Apply, giving full particulars, H. 9, HARDWARE AND METAL, Montreal. (16)

WANTED—Experienced paint and glass traveler State previous experience and salary expected. Box 9, HARDWARE AND METAL, Winnipeg.

WANTED—A traveling salesman for the province of New Brunswick by wholesale hardware house of Montreal. Only A1 men need apply. Address Wholesale, Box 2310, Montreal. (tf)

WANTED—First-class salesmen to represent a Montreal wholesale hardware house. One for City of Quebec and one to cover territory Napanee to Brockville, etc. Apply, with particulars, to P.O. Box 2310, Montreal. (16)

WANTED—First-class cornice and sheet metal worker, with knowledge of furnace work, to go to Victoria, B.C. Would sell an interest in business to right man. Address stating experience, Box, 826, HARDWARE AND METAL, Toronto, Ont. (17)

WANTED—Salesman speaking English and French for Quebec and Eastern Provinces; one familiar with hardware and manufacturing trade. Give all particulars and references, in English letter. Box 829, HARDWARE AND METAL, Toronto. (10)

TECHNICAL BOOKS

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

N. STAFFORD CO. EST. 1857

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From $1,000 to $10,000 a year and expenses. If you want to enter the easiest, best paid profession in the world, our free catalogue "A Knight of the Grip" will show you how. We place hundreds of our graduates in good positions with the best firms all over the United States and Canada. Write (or call) for particulars today. Address Dept. 288 National Salesman's Training Association

Chicago, Kansas City, New York, Minneapolis, San Francisco.

Write nearest office.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph up to Noon on Friday.

Winnipeg Hardware Markets.

The local stores have all the goods of the season on display but that is as far as they get. The past week has been quiet even in those lines that would naturally be in demand. The season is opening up almost as slowly as that of two years ago and although there were a few good promises some weeks ago yet the season is a backward one. The beginning of almost all the building in the city is to take place yet and the hardware goods for this line of activity have not been moving. The whole west is suffering from the continued unfavorable weather and the seeding time will be late in some quarters.

It was expected that a decline would take place in the price of nails but that has been postponed. We quote the following unchanged prices.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—$2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7, $4.25; ⅝x6, 7 and 8, $4.10; 7-16x7 and 9, $4.00; ½x8, 9, 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 12¾; British manilla, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—This is being handled at lower prices than those quoted, in a few quarters. The following prices are necessarily nominal, and lower markets will soon be general. Black pipe, ¼in. $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70, 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

PAINTS AND OILS—White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, oil, raw, 66c, boiled oil, 3c per gallon advance on this price.

EDMONTON MARKETS.

April 15.—Barb wire, $4 per 100 lbs., plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — MRM and Bell," $5.15 base.

HORSENAILS— MRM, new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

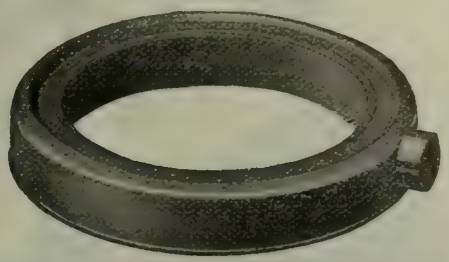
NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.



Do you want a sample for comparative test. Post paid to any dealer at the wholesale price.

THE STANDARD STAMPING CO.
Marysville, Ohio, U.S.A.

G. F. Stephens & Co., Limited
WINNIPEG and CALGARY

The largest distributors of **BRUSHES** in Western Canada.
Jobbing Headquarters for

Whiting's Brushes
English Solid Back Horse Brushes
English Solid Back Scrub Brushes
Fine Varnish Brushes
Ridgley Trimmers
Paper Hangers' Tools

Write for Brush Book and Discounts

P.S.—We also ship all orders for Brushes the same day as received.

SUCCESSFUL ADVERTISING,

HOW TO ACCOMPLISH IT.
By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

THE ROOT OF THE MATTER

We want you to try a Pease Agency and be convinced that it pays to handle a line that is noted from coast to coast for

EFFICIENCY
DURABILITY
SIMPLICITY

Write for Catalogue

Pease Foundry Co., Ltd.
TORONTO, ONT

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION—Primers, $1.55 per M.; loaded shells, English and Canadian make. 12 gauge, black soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25; 10, $29 ; 12, Canadian, $24 ; 10, Canadian, $28 ; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 ; buck, $8.30 ; 28 ball, $8.70 ; powder, F.F., Hamilton, $5.25 per keg.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Catalogues Wanted.—J. T. Henderson, Niagara Falls, Ont., whose store was damaged by fire a fortnight ago, would like to receive catalogues from jobbers and manufacturers.

Spring Catalogue.—The Novell-Shapleigh Hardware Co., St. Louis, Mo., who are making an effort to secure Canadian trade, have issued a spring catalogue showing sporting goods, bicycles, cutlery, tools, harness, sewing machines, lawn goods, etc., the issue making 304 pages and cover. Copies will be sent free on request.

Springs and Metal Novelties.—Herbert Terry & Sons' Novelty Works, Redditch, England, have issued their new trade catalogue for the season of 1909. This firm are patentees and manufacturers of springs and novelties in steel of all descriptions, and these articles are fully illustrated in the catalogue under review. Springs of infinite variety and in countless number are treated of, and lock nuts, cotter pins, pipe clips, levers, spanners, umbrella racks, bicycle carriers, coat hooks, and many other novelties find a place in the booklet. The catalogue is in a neat and handy form, and may be hung conveniently near the desk for ready reference. The matter contained in the booklet is copyrighted.

Luther's Diamond Grinders.—A man grinding a piece of metal with the golden sparks flying about is the appropriate illustration on the cover of a catalogue put out by the Luther Bros. Co., Milwaukee, Wis., makers of Luther's Diamond grinders and grinders of every description, as well as manufacturers of gas engines, floor scrapers and hardware specialties. Catalogue No. 16 is devoted to the "diamond grinders" lines and they are very numerous, more than firty pages being devoted to them. These grinders are made of carborundum, and a chapter at the beginning of the booklet tells an interesting story of its manufacture. The various uses to which these grinders may be put; the attachments that go with them, and the motive power employed are all described and illustrated in this catalogue.

Novelties for the Hardwareman

NEW GOODS FOR FISHERMEN.

Among the large assortment of fishing tackle being brought out this year by the Enterprise Manufacturing Co., of Akron, O., makers of the well-known "Pflueger's" goods, the most prominent goods are their German silver tournament reel, tandem spinners and feather buck fly spinners.



Tandem and Buck Fly Spinners.

The Norka tournament reel is made of fine quality German silver, satin finish, round wide pattern and has quadruple, adjustable, front sliding click, while it is furnished with or without jewels in oil cups. The handle is white and the crank is fancy balanced.

The luminous tandem spinners are mounted with special strong, long shank hollow-point hooks, heavily feathered, and the combination of colors are guinea red and white, arranged in an artistic manner. The spinners revolve freely in opposite directions and are said to be very effective.

Pflueger's original feather buck fly spinners are a combination of fancy feathers and bucktail tied to elastic spring, steel, hollow-point hooks, and are offered in the following patterns: Red buck, yellow buck, white buck, guinea buck and brown buck.

RAZOR BLADE STROPPER.

As illustrated here, the Mossberg "Diamond" razor blade stropper is strong, simple and practical. It holds the blade perfectly rigid, and at the desired angle to produce the keenest edge. The handle is long enough to give a firm, easy grip, thus avoiding all likelihood of slipping or turning in the hand.

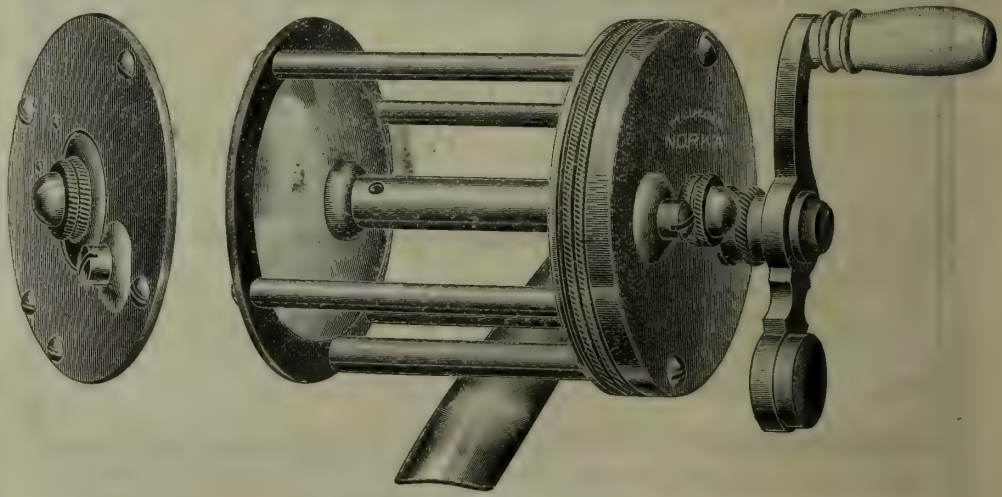


Diamond Razor Blade Stropper.

It gives a perfect edge for every shave; no more shaving with a blade gradually growing dull through use from day to day until a new blade becomes a necessity. It is a money-saver because it makes it unnecessary to throw away old blades. Mossberg "Diamond" razor blade stroppers are packed one in a box, one dozen boxes in a container or carton to be displayed on the dealer's show case or counter. They are made by the Frank Mossberg Co., Attleboro, Mass.

PLUMBER'S NEST OF SAWS.

A new nest of saws being put out as No. 83 by the Simonds Mfg. Co., of Fitchburg, Mass., and Chicago, Ill., is made up specially for the use of electricians and plumbers. The feature about this nest is that with a keyhole and a compass blade there is included a nail or metal cutting blade. The Simonds handle offers a simple but effective patented adjustment. Either one of the three blades can be readily adjusted to any working position that may be desired.



Pfleuger's Norka Tournament Reel.

ALL INGOT METALS IN STOCK

A. C. LESLIE & CO., LIMITED

MONTREAL

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

We are headquarters for

Plasterers' Hair

See our travellers before ordering elsewhere

EDMONTON, ALBERTA

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

The Sherwin-Williams News

VOL. I — SOMETHING NEW EVERY TIME — NO 3

Published by
THE SHERWIN-WILLIAMS CO.
Canadian Headquarters and Plant:
639 Centre St., Montreal, Que.
Warehouses:
Toronto, Ont. and Winnipeg, Man.
Edited by
THE LITTLE PAINT MAN.

Editorial

There's goin' to be lots of linseed oil sold this Spring—good, bad and worse. The good oil that's sold is goin' to make lots of warm friends for the dealers who sell it. The other kinds are goin' to "queer" the whole paint business of the merchants who have the misfortune to handle it.

While it's not always easy to determine between good oil and poor oil, there's one way you can always depend on. That is to handle only a well known reputable oil like Sherwin - Williams Scrictly Pure Screw Press Linseed Oil, whose makers have a forty-years' reputation for makin' good goods to uphold among the trade.

The Little Paint Man

566

The first and one of the most important steps in the manufacture of S-W. Screw Press Oil is the selection of the flaxseed. We use only the choicest of No. 1 Northwestern flaxseed, which is exceptionally large, heavy and rich in oil.

Although the seed has been cleaned when we buy it, we carefully reclean it to make sure that all dirt and foreign substances are removed.

Our special "screw press" extracts the oil at a lower temperature than is usually employed, so that the mucilaginous matter which usually finds its way into the oil is left in the cake or dry crushed seed.

After the oil is extracted we carefully filter it and allow it to age and settle in great storage tanks, where the impurities and any sediment which has escaped other processes go to the bottom of the tank and are drawn off, leaving only clear, clean oil.

House cleaning time should be the paint dealer's harvest. Here's one thing worth remembering, however—a lot of people think that the only thing paint can be used for is the outside of houses. Tell them in your advertising and in conversation how the handy man or woman with a few cans of S-W. Brighten Up Finishes can work wonders around the house. Don't be afraid to give your customers too much information on *how* to Brighten Up. And, as I have remarked before, have "the goods."

Brighten Up



The Western Stove Makers
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

Malthoid Roofing is cheaper than shingles, easier to lay, needs less attention after it is laid.

There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Clatworthy & Co. will erect an $8,000 machine shop at Toronto.

W. C. Belina is opening a machine shop at Cartwright, Man.

The Otis-Fensom Elevator Works will enlarge their plant at Hamilton.

The T. Eaton Co will build a twelve-storey factory to cost $250,000 at Toronto.

Geo. Pedlar, of the Williams Organ Co., Chicago, proposes building an organ factory at Sarnia.

The Maritime Engine Co., with a capital of $125,000, is a new industrial concern opening up in St. John.

Chas. Robertson, Winnipeg, will build a 35,000 bushel elevator at Claresholm, Alta., for the Vancouver Milling Co.

The Canadian Industrial Company, of Vancouver, B.C., will erect a large paper and pulp mill on a site on the Powell river.

The Courtright Stove Co. is the name of a new stove and furnace manufacturing concern which proposes to locate at Courtright.

The Speight Wagon Co., Markham, Ont., is having some difficulty in getting hands, so great is the pressure of work at their factory just now.

The McLeod Pulp & Paper Mills have started to make box board at Milton, Ont., and intend to manufacture paper in the near future. The pulp mills of the company are busy and are turning out about 80 tons of pulp a day.

An indication of the gradual improvement of the lumber business on the coast is the starting again of the Pacific Coast Lumber Mills, one of the largest plants in Vancouver. The mill has been shut down for several months, and during that time has fallen back on its stock. This is about depleted. "If conditions were not better, we would not be starting so soon," was the remark of G. F. Gibson, manager.

Municipal Undertakings.

New sewer work has been commenced at Brantford.

The Guelph waterworks system is almost completed.

A $1,250 sewer will be constructed on Dundas Street, Woodstock.

$20,000 will be spent for waterworks extensions at Fort Frances, Ont.

The Edmonton city council has passed a by-law authorizing the expenditure of $40.000 for sewer improvements.

The Alberni Waterworks Company has been incorporated to supply water for domestic uses to the town of Alberni, B.C.

At a recent meeting the Glace Bay, N. S., water committee recommended that $7,000 be borrowed for repairs to the town reservoir.

Montreal's new waterworks system is expected to be completed in three months' time. Another million dollars will be raised to finish the work.

The Toronto city engineer's department will require $190,000 to extend the city water service along St. Clair, Danforth, Riverdale and Carlaw Avenues, and along Gerrard Street East from the present terminus of the existing main.

Engineer Burwell has outlined to the Vancouver civic water committee a proposal for the extension of the waterworks system, including the construction of the Little Mountain reservoir, and its connection with the Seymour mains.

The Winnipeg civic board of works have granted the request of the National Transcontinental Railway for permission to lay a sewer emptying into the Red River. The length of the outlet is about 400 yards and it will cost $20,000. The cost of the sewer, five miles in length, which will be laid by the commission to the shops at Transcona, will be about $170,000.

Public Buildings.

A new city hall is proposed for London.

A new library will be erected at Calgary.

A high school may be erected at Duncan, B.C.

A public school will be built at Richibucto, N.B.

A public hall will be built at Grandview, B.C.

A new school will be erected at Ville Emard, Que.

The Free Methodists of Galt will erect a new church.

Knox Church, Peterboro, will build a new edifice.

A $10,000 separate school will be built at Prince Albert.

A Carnegie library will be erected at Preston shortly.

A new school will be erected this year at Revelstoke, B.C.

A fireproof hospital building will be built at Lethbridge.

A new hospital is proposed to be built at Nelson, B.C.

A new public school will be erected at Port Granby, Ont.

$40,000 will be spent on an addition to Victoria Hall, Toronto.

A $7,000 Lutheran church will be built at Fort William.

Chatham will build a $15,000 addition to its Collegiate Institute.

A new Roman Catholic church will be erected at Mt. Pleasant, B.C.

A new exhibition building will be erected this season at Collingwood.

An eight-room public school building will be erected at Haileybury.

The Y.M.C.A. are thinking of putting up a new institute at Victoria.

The C.P.R. will erect a new station at Welwyn, Sask., this spring.

It is preposed to erect a new Anglican church at Ottawa this season.

A six-room addition will be made to Stratford's Collegiate Institute.

The University of Toronto will erect a building for the Faculty of Education.

Tenders are being received for the new Vancouver Board of Trade building.

A new post office will be erected this spring by the Government at Elmwood Man.

A $75 000 library will be built at Toronto as an addition to Victoria College.

Tenders are to be invited for the erection of Essex County Asylum at Sandwich.

A site has been selected for the proposed new Mount Forest, Ont., post office.

The refinery at the Royal Mint, Ottawa, will be completed at a cost of $30,000.

A modern school building may be erected at Chipman, Alta., at a cost of $15,000.

A new city registry office will be erected at the rear of the City Hall, Toronto.

The Presbyterian building committee will secure plans for a new church at Winnipeg.

The city hall at Sydney, C.B., will be remodelled. A new fire hall will also be erected.

The Methodist Social Union have selected a site in Ottawa East for a new church.

Another wing may be added to the General and Alexandria Marine Hospital, Goderich.

Preliminary sketches are being prepared for a new school building at Dresden, Ont.

The Central Congregational Church Winnipeg, are considering the extension of their building.

A site has been secured in the north end of Vancouver by the Hindus for the erection of a temple.

A new school section has been formed at Cumberland and a building will be erected this spring.

A national tower to commemorate the birth of British Government in Canada will be built at Halifax.

The public works department has purchased a site for the erection of a public building at Uxbridge.

Grants have been made amounting to $300,000 for a new wing to the Parliament Buildings, Toronto.

A fine radial station is proposed to be built by the Brantford and Hamilton Electric Ry. at Brantford.

Plans are being prepared for the erection of a new Anglican church at West Burnaby, near Vancouver.

The Salvation Army are thinking of putting up a new building at a cost of $5,000 at Woodstock, Ont.

It is stated that the Lutheran church are contemplating the erection of a new building at Woodstock, Ont.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

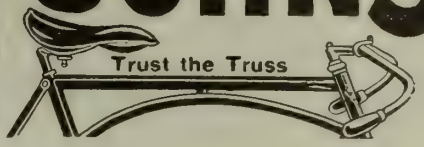
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General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IVER JOHNSON



Truss Bridge Bicycle

In building bicycles, as in building anything else, the laws of mechanics must be observed.

The Iver Johnson Bicycle has been constructed after the methods used in bridge building. The truss has been employed.

That it will not sag when you push hard on the pedal. That the wheels will not spread. That it will stand the greatest strength, with the least exertion and effect.

These are some of the reasons why the Iver Johnson bicycles are so popular with those who own them.

Our Agents' Proposition

is a good one for the right kind of men. There is money and reputation to be gained from the sale of Iver Johnson Bicycles

FREE CATALOGUE

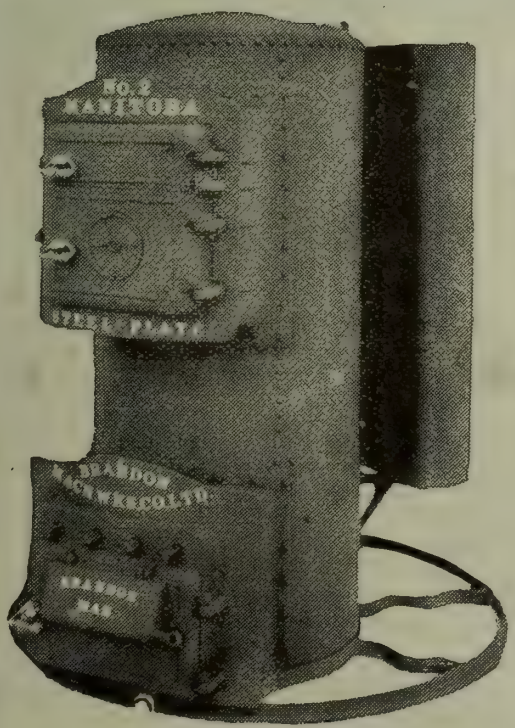
giving models, prices and options will be sent on request.

Iver Johnson Arms & Cycle Works

Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

Pacific Coast Distributors: BAKER & HAMILTON, San Francisco, Cal. New York Office: 99 Chambers St.

Southern Selling Agents: HENRY KEIDEL & CO., Baltimore, Md.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

General Building Notes.

Hooper & Watkins, Vancouver, have prepared plans for a six-storey office building to be erected for Geo. E. Bower.

Building Inspector Rodgers, Winnipeg, estimates the amount of building to be done in that city this year at $8,000,000.

Miller, Spencer & Cannell, Edmonton, have taken out a permit for the erection of a $30,000 store and office building.

Ross & McFarlane have prepared plans for the erection of a branch bank building for the Dominion Bank at that place.

Dr. O. M. Jones, Victoria, will erect a $10,000 residence near Oak Bay. Plans for the structure have been completed.

A permit has been issued to C. S. Boon to erect a two-storey and basement warehouse at Toronto, to cost $20,000.

It is stated that the projected improvement to the Castle hotel, Edmonton, will involve an expenditure of $100,000.

C. B. Piper, vice-president of the Winnipeg Elevator Company, has obtained a permit for a new residence to cost $10,000.

Darling & Pearson have prepared plans for a fire-proof building to be erected at Toronto for the Bank of Montreal.

Wright & Son, Montreal, have completed plans for a three-storey apartment house, to be erected at a cost of $35,000.

H. A. Magoon, Edmonton, has prepared plans for a double house to be erected for George Stevenson at a cost of $8,000.

A permit has been issued for the new three-storey brick block to be erected at Vancouver for Joseph Reade, at a cost of $27,000.

Wilkie Allen, Vancouver, has completed plans for the new Grandview hall to be erected by Harry Evans at a cost of $10,000.

It is understood that a large building will shortly be erected at the southwest corner of Yonge and Richmond streets, Toronto.

It is stated that the new building to be erected by the Banque Nationale at Montreal, will be ten storeys high and will cost $1,000,000.

Plans have been prepared for the erection at Bonaventure, of a frame club house for La Cercle Pie, at an estimated cost of $12,000.

D. W. Bellhouse, Winnipeg, has prepared plans for the erection of three new residences in Crescentwood, estimated to cost $6,000 each.

Theo. Daoust, Montreal, has prepared plans for a four-storey villa to be erected at Outremont, for Joseph Gravel. The building will cost $40,000.

J. S. Helyer, Vancouver, has completed plans for an eight-storey structure to be known as the "Exchange Building," to be erected there.

D. Gagnier, Wallaceburg, Ont., has decided to erect a large departmental store on the property adjoining his hotel, work to be commenced at once.

Parr & Fee, Vancouver, have prepared plans for a three-storey and basement structure, to be known as the Banfield Building, to be built at a cost of $20,000.

Jos. Sawyer, Montreal, has prepared plans for a three-storey building to contain stores and dwellings, to be erected there for F. Harel. Estimated cost, $55,000.

Ross & Macfarlane, Montreal, have awarded D. G. Loomis & Son, the general contract for the erection of a block of stores and offices for Southam, Limited.

Willoughby & Duncan, Regina, will erect a large business building this coming summer. The building will be five storeys in height, and the main floor will be laid out for stores.

A summer hotel to contain 36 rooms will be erected by Frank Rushton at Sportsman's Resort, on Jamieson creek, 17 miles up the North Thompson river from Kamloops, B.C.

It is stated that plans have been practically completed for the erection of a new $3,000,000 hotel on Phillips square, Montreal. The present lesses of the St. Lawrence Hall are stated to be interested.

It is reported that the T. Eaton Co. has secured lots at Calgary, with a view to erecting a large departmental store. It is expected that the sum of $500,000 will be expended on site and building.

Plans for a new synod hall for the Anglican churches of Ottawa have been submitted to the authorities by Colborne P. Meredith. The new building will be three storeys high. Building operations will be commenced as soon as the site is secured.

Present Winnipeg building operations include large offices and structures for the Canada Permanent Loan Co. and the Great West Life Insurance Co.; the new Union Depot; a new hotel; the G.T.P. shops and the Bank of Nova Scotia building.

G. E. Fairweather, St. John, is working on plans for a large new building to be erected by the proprietors of the Royal Hotel. The building will be an addition to the present hotel and will contain 30 rooms. Construction will be started about May 1.

SOME FURNACE DON'TS.

Don't put your furnaces in too small—it is poor economy and expensive in the long run.

Don't fail to give the owner a few instructions before turning the job over to him—a word in time often saves angry words later and a dissatisfied customer.

Don't fail to damper all pipes and connect up the drafts to the chain plate upstairs. These are little things, but it is the little thing in the heating business that counts.

Don't fail to examine the chimney carefully when estimating; a good draft is absolutely essential—a poor draft will condemn the best of jobs. No furnace flue should be smaller than 8 in. and from that to 12 in.

Don't leave heat pipes uncovered—asbestos paper is cheap and coal expensive.

Don't let the mistress of the house or the owner tell you where the registers should be placed—you know and they only think they do.

Don't guess on the size of the cold air box—be exact. More mistakes are made in cold air supply than in any other part of hot air heating. With inside air have full capacity of heat pipes; with outside air, one-third less.

Don't locate cold air faces in side walls, under stairs, or in airbound corners—many have already tried it unsuccessfully.

Don't agree to heat the building with "very, very little coal"—the age of fuelless heaters is still far distant and your promises are apt to come back to you when the bill is presented for payment.

Don't take some pipes off the top of the casing and some off the side—it won't work.

Don't fail to elevate all pipes as much as possible—hot air will not travel horizontally, and all pipes should have a gradual and appreciable rise from the furnace to the register.

Don't set the furnace at one end of the cellar—locate it centrally, about one-third nearer the exposed side of the building, and have all pipes as near the same length and as short as practical. However, pipes running to exposed rooms should be larger and if possible shorter than the others.

Don't make short bends in the heat pipes and avoid all unnecessary elbows.

Don't run pipes in outside walls unless absolutely necessary in order to reach the upper rooms—oval pipes can be run in partitions and round pipes in closets and chimneys.

Don't cut down the size of registers—they should be of even greater capacity than the pipes supplying them.

Don't neglect to pack carefully all joints, and to cement around the door frames—the furnace which leaks gas is an abomination.

Don't take the job unless you can get a price which will enable you to do it right—better to lose the work than to install an unsatisfactory job.

Don't use smaller than 7-in. round pipe for any cellar connection, no matter how small the room—the usual residence size is 1 in. to 12 in.

Don't forget that air travels with a spiral or circular motion, therefore round pipes are better conductors of hot air than square pipe.

Don't run round cellar pipes directly into the square pipe—use a boot or foot piece. All pipes should be on a level when they leave the casing, no matter what the size.

News of the Paint Trade

THE SPRING CAMPAIGN.

One more word to dealers in regard to the spring trade, which is now practically upon them. Be enthusiastic. Have confidence in your goods, and confidence in your power to sell them. Make consumers regard your store as the paint store of the district, and trade is bound to come in freely. But there must be no cessation in the efforts to stimulate the desire for paint. Because orders are swinging in nicely, merchants must not think that they have done sufficient promoting work, and that it would be waste of energy to go on educating the district to the value of paint. No matter how thoroughly the merchant may have covered the district with his canvassing there is always room for further efforts.

Many people are hard to be convinced, and a true appreciation of the value of paint is not acquired in a day or a week. A property owner may, on the strength of a merchant's advertising campaign, decide to paint his house, but may by no means be a convert to the belief that this painting should be kept up regularly every two or three years. If the merchant therefore, slackens off in the case of this property owner, he will have the same preparatory work to do over again when the time comes round for repainting. If, however, he keeps after this man until the latter is thoroughly converted as to the value of paint, then the merchant's work in the future is considerably lightened. Spasmodic effort may stimulate trade for the time being but it does not do the educative work that will bear fruit in the future.

The merchant should not be content with a spring campaign. Let him resolve upon a summer campaign, and an autumn campaign, and a winter campaign. Let him preach paint at all times and at all seasons, for there is never a day that paint, varnish, enamels, stains, etc., could not be applied in some direction or other by a property owner or householder to the great benefit of all concerned. Drill into your community that paint is valuable at all times, get them to understand the insurance side of the question, and if the merchant keeps pegging away he will so get his community into shape that every house will sparkle with paint. But he must work hard in his canvass he must not slacken off when the spring rush is over, but keep at his paint campaign all the year round. He will then realize how valuable his paint department is to the general prosperity of the store.

Hughes & Co., have the contract for painting the addition to Riverdale High School, Toronto, at a price of $1,800.

R. J. Wray, Toronto, will do the painting of the Kent School there. The contract is worth $2,590.





Cold Twisted Steel Bars

For Concrete Reinforcement

Concrete is now so important a factor in all work that contractors have on hand that it will pay the hardwareman to look carefully after this branch of trade.

For concrete reinforcement there is a demand for a bar possessing high elastic limit, great tensile strength and of such shape as to permit a close bond with the concrete.

Our Cold Twisted Steel Bar meets these requirements and has been found to give entire satisfaction.

We shall be glad to furnish full particulars regarding elastic limit, tensile strength, etc., and samples if desired.

The Montreal Rolling Mills Co.

Paint and Oil Markets

TORONTO.

April 16.—Steadily increasing orders are being received for almost all lines. Seasonable goods, especially, are active. Oil, leads, ready mixed lines, enamels and varnishes are in demand, and improvement is noted even in glass, which all along has been very quiet.

Prices are unchanged from last week. Paris green is continued at the low figure, and turpentine is a little unsteady. The other goods, particularly spring lines, are decidedly firm.

LINSEED OIL—For this line the market remains steady. There has been a slight advance in England in the price of flaxseed, but linseed oil to the present does not seem to be affected materially, but is still at a point where the Canadian trade are not at all likely to import, as Canadian crushers keep their price as low as the price at which the English oil can be laid down for. 59c and 62c for raw and boiled, respectively, are the prices for single barrels, and these prices are firm, no change being anticipated for at least two months, when the new crop is expected.

TURPENTINE—The market is very low for this season of the year, said to be caused in the southern States by a small quantity of old stock that was put in tanks some years ago being still on the market, but as the weather has been unfavorable for the production of new supplies, the past few days has seen an advance of a cent, and the market seems likely to stiffen, as the quantity coming forward from the producers is not quite as large as was expected and the demand has improved at Savannah. The future seems to depend on the state of the weather very materially. There are 5,000 barrels of turpentine less at Savannah than there were last year. Single barrels are 56c, the quotation of last week, though it is said some has been offered locally at 55c.

WHITE LEAD—Continued firmness is shown by white lead, and the orders received for this line call for very large quantities. There is not even a shadow of a hint of change in price to lower figures; rather the other way. No. 1 is $5.40 to $5.65; pure white from $5.80 to $6, and a superior line is offered at $6.25. Genuine red lead is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs.

PARIS GREEN—The lower prices quoted last week have upset the market considerably and some good bookings were made at the new figures. Those who bought earlier in the season, however, have made some outcry at being asked to pay the old price. 25-lb. drums are at 17¾c.

STAINS AND VARNISHES — With enamels, alabastine and other kindred lines, stains and varnishes being seasonable goods, are especially active just now. Orders call for very satisfactory quantities of these lines.

GLASS AND PUTTY—Glass is moving more freely just now than for many weeks. Supplies are low and the market is firm at prices that have been ruling since the beginning of the year. Putty, too, is called for more freely.

PETROLEUM — Prices unchanged. Business still good. Prime white is 13½c; water white, 15½c, and Pratt's astral, 17½c.

MONTREAL.

April 16.—Despite the interruption of Easter, orders have been coming in freely and in large bulk this week. Undoubtedly the spring movement in developing good strength. Dealers are showing much better confidence as to their trading prospects, and in consequence are losing that cautiousness in buying which characterised them last yeat. Especially is this noticed in ready mixed paints of all kinds. Orders are well assorted and stocks must be commencing to assume much better shape. The markets for the time being are firm and unchanged. The recent reduction in turpentine seems to have stimulated buying. Ground white lead is also in good demand.

TURPENTINE—Orders have shown improvement since the reduction, but stocks are still on the heavy side. There has been no further change this week however and we quote 55c for single barrels, net 30 days.

LINSEED OIL.—Orders show improvement, and trade is opening out well with the spring movement. The market is steady, and the following quotations are generally followed. Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; strictly net, 30 days.

GROUND WHITE LEAD—Business continues to go ahead with a swing, and grinders are very confident as to the spring trade. Stocks are not heavy, and the market is firm. We continue to quote: Strictly pure, $5.50 to $6 according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Stocks are on the light side, and will continue so until navigation opens. Orders are coming in freely and well. The market is firm, and we quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

LIQUID PAINTS.—The spring movement is strongly in evidence. Orders are not only coming in freely, but in better bulk, and are well assorted. Makers' stocks are in good shape. All size tins continue in request.

VARNISHES.—With the improvement in industrial activity, varnishes are in much better request. Household lines are also forging ahead. Household, implement, and furniture varnishes are in most prominent request.

WHITE ZINC.—A better movement is apparent in white zinc, the market in consequence showing more vitality. There is no change in quotations. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c;

The Yellow Revolving Sign

Is the sign of the progressive dealer—the sign of the

"English" Liquid Paint Agent

Have you one in front of your store?

If not, let us tell you about the paint that bears the formula on the can.

The paint that is pure.

The paint, the base of which consists of:—

70% Pure White Lead
30% Pure Zinc White

mixed ready for use with Pure Linseed Oil, Turpentine and Dryer.

The only paint that contains the world's standard white lead — BRANDRAM'S B. B. GENUINE.

The paint that is backed by unique advertising features and a big newspaper campaign.

Just mail us a post card, and let us tell you all about it.

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

What is it?

MURESCO

What does it do?

It is the finest preparation ever applied to a wall and is more economical, pound for pound, than any other mural finish on the market. In covering capacity, more material and easy working quality MURESCO stands alone and takes about thirty per cent. more water than any other wall product. That's what MURESCO is.

It does better work with less outlay and trouble. It kills suction and can be used on new lime walls and ceilings and soft porous plaster. It hides all smoked and stained surfaces and will not show laps. After a coat has been once applied others may be applied without washing off or sizing the surface. That's partly what MURESCO does.

Dealers Should Push This Profitable Line.

Write for Cards *Get Our Prices*

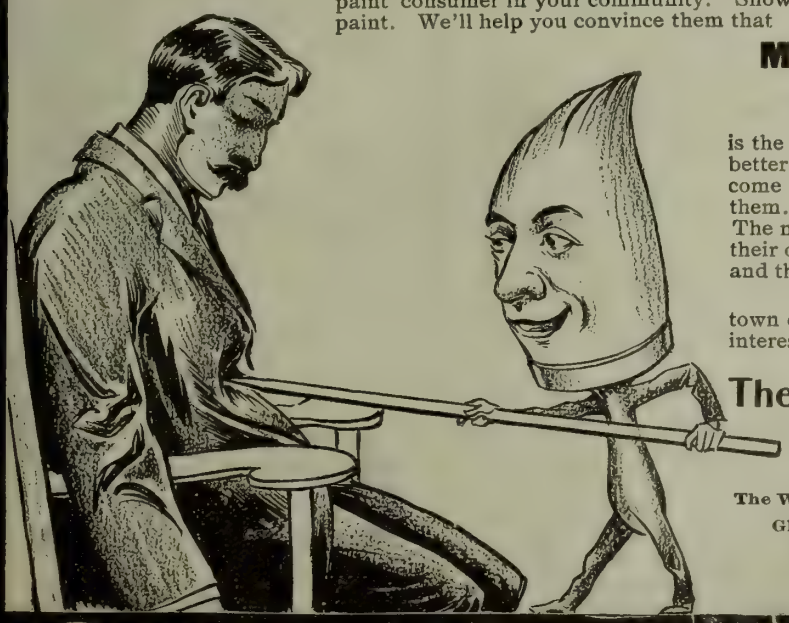
BENJAMIN MOORE & COMPANY, Limited

WEST TORONTO, CANADA

NEW YORK **CHICAGO** **CLEVELAND**

Are You Awake?

Don't let competition catch you asleep at the switch on the paint proposition, Mr. Dealer. Don't be satisfied with what trade straggles into your store. Be a live one and make a robust bid for the bulk of the business in your town. Why not? There's a way to get it. Get a paint you can enthuse over, and then make a noise that will wake up every paint consumer in your community. Show them the money-saving advantage of using a better paint. We'll help you convince them that



Martin-Senour 100 Percent Pure Paint

is the paint they ought to use. It is noticeably so much better than other paints that customers once using it become audible advertisements for the dealer who supplied them. They talk out loud for **Martin-Senour Paint.** The neighbors hear the story and see the evidence with their own eyes—that starts them too to the dealer's store, and the good work and the good news spreads.

If you want to be the liveliest paint man in your town our plan for turning the paint trade your way will interest you. Write for it today.

The MARTIN-SENOUR CO., LTD.

Pioneers of Pure Paint

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY.—Putty continues to improve, and good trade has opened up. Stocks in dealers' hands have been on the light side, but this is being rectified. We continue to quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2.00; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

FLAXSEED FROM CANADA.

United States crushers of flaxseed are now figuring closely on the possibilities of importing seed from Argentina or Canada, says the Paint, Oil and Drug Review. The upward tendency of the seed market makes it desirable to provide for supplies in the event that seed goes to prohibitive values in the Northwest as well as in the East. Canadian seed is not much of a factor in the possible importations, as only 500,000 bushels will be available for export. Of this it is said that 200,000 bushels have been bought for shipment to Buffalo, which, if true, would take nearly one-half the Canadian surplus out of the Western market. Flaxseed is now quoted at Winnipeg at $1.23½ for spot and $1.29¼ for May delivery. Adding the duty of 25 cents a bushel gives $1.54¼ as the cost of May seed, to which must be added freight to crusher. This would make the cost of seed at the mill close to $1.60 a bushel. The probability is that prices in the Northwest will go high enough to attract all the surplus of Canadian seed to American markets.

A noticeable effect of seed importations is to depress the market, but this depression is only temporary. Continued good demand puts quotations up again. The same effect is produced by heavy speculative selling, but the market shows great strength even when battered down by speculators. It recovers quickly. If all the seed in Canada were dumped on the Duluth and Minneapolis markets it would have only a temporary effect on prices.

It has been suggested that a drawback of duty on seed should be allowed on exports of cake. If that were done, there would be no difficulty in absorbing all the seed Canada can produce. The objection to such an arrangement is that it would injure the American farmer, and if it were extended to include imports of seed from Argentina, which would probably be necessary, no doubt at times seed would sell lower because of this drawback. However, the general principle that a material imported and manufactured and then exported is entitled to a drawback applies as surely to flaxseed as to anything else, except that it is not possible to identify in the cake the exact seed imported. On this purely technical ground the courts have held, we understand, that no drawback can apply. There is an arrangement whereby a rebate on duty may be claimed for the percentage of foreign seeds not oil seeds that are found in imported flaxseed; and a further consideration is that imported seed will make from one to one and a half pounds more of oil per bushel than domestic seed. These are points in favor of the importer which in the purchase of large quantities of seed are worth careful consideration.

WOMEN AS PAINT BUYERS.

Writing in the American Paint and Oil Dealer on the subject of selling paint, Thos. Dreier, refers to women as paint buyers. Hardwaremen are recognizing that the womenfolk as buyers are getting stronger every day, and that they are a force which must be attracted. But have they thought much of the paint side of the question? This is what Mr. Dreier says:

"They will tell you that women are not great paint buyers. Ordinarily they leave that work to their husbands or sons or the painter. But women should be encouraged to buy. A special appeal should be made to them. In the first place, the paint department should be made clean and shiny and attractive. The ordinary paint department is sickening. Oil and paint and varnish are smeared over everything, and only one who is reckless of clothes dares venture there. What attraction is there in such a place for a woman? If paint is supposed to add to the cleanliness of a place, why in heaven's name don't the merchants advertise that fact by putting into practice some of the glittering truths they preach? It is easy to preach either a religion, a philosophy or a business theory. But to practice—most men give that absent treatment. After the paint department is cleaned up so that an ordinarily brave woman may venture into it, an educational campaign should be waged.

"Paint is no good to the world unless it is used. Paint on the shelves may be all right, but no one knows how all right it is until it has been tested. Women should be shown how paint and other like products can be used around the home. The floors might be improved. Some old furniture may be retouched. Perhaps away down in the cellar is a place where paint could be used to advantage. Women should be taught to analyze their homes. They should be taught to sort of take their homes apart and as they look at each part they should be made to ask themselves: 'Can I use paint to advantage on this?'"

PAINT NOTES.

Geo. Mellor, Victoria, must remove his paint warehouse from its present location to another part of the city, owing to the inflammable nature of its contents.

Thirty-five men are kept constantly employed cleaning and painting the great Forth bridge in Scotland, which presents twenty-five acres of surface to the action of the elements. Two hundred and fifty tons of paint are required to cover it.

A.F.E.

Amberite Floor Enamel. If the floor is rough, give it a coat of the Priming Paint made by the Canada Paint Company and one coat of Amberite Floor Enamel.

Amberite Floor Enamel. If the floor has been stained and looks "streaky," sandpaper and give it a coat of Amberite Floor Enamel.

Amberite Floor Enamel. If the floor has been painted and a nice glossy finish is desired, give it a coat of Amberite Floor Enamel.

Amberite Floor Enamel. If the floor has been carpeted, discard the carpet and give the floor a coat of the Canada Paint Company's Priming Paint and a coat of Amberite Floor Enamel.

Amberite Floor Enamel. If the floor has never been painted or stained, use the Canada Paint Company's Crack and Seam Filler and give one coat of the Canada Paint Company's Priming Paint and finish with Amberite Floor Enamel.

Amberite Floor Enamel. If you favor the use of rugs, try a deep border of Amberite Floor Enamel.

THE C. P. CO.

Ramsay's Creosote Stains



It is a fact that these beautiful colors are coming more and more into popular favor every day. It would be a good idea for you to keep fully posted about them. We have a pretty card showing the colors, telling you how they work and what they cost. You ought to ask us for this card. It is worth having. There is a good profit in

Ramsay's Shingle Stains

and all the colors are fully guaranteed. You can make more money out of them than almost any other paint.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

Buy the Right Kind

That is the secret of making a success of sales in any line of goods, and the reason why

Standard Finishing Varnishes

are so popular with the trade. They are the best liked, best known and best made and best wearing.

Send for our Catalogue and ask for our liberal trade discounts.

Standard Paint and Varnish Company

Limited

Windsor, Ontario

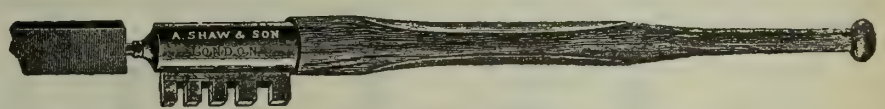
THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

Manufacturers of RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

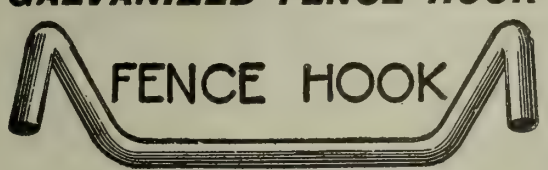
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



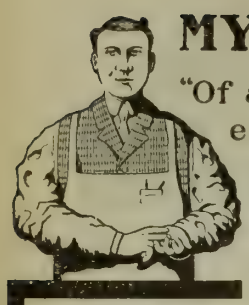
WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

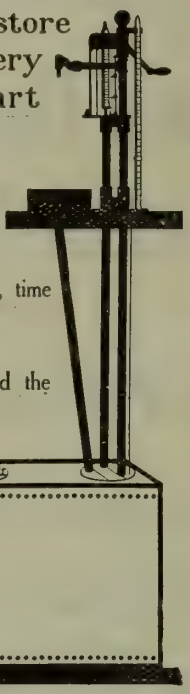
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***



MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5454. It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Gypsum Rock
plus
Sales Helps

The Alabastine Company offers the dealer a different proposition than does any other Company.

First of all, they offer you a wall coating made from gypsum rock—a coating that won't rub off—far more durable than the whiting and glue, kalsomine, etc., imitations of

Alabastine

The sales helps consist of free books on interior decoration, counter show cards, cloth banners and tint cards.

ORDER FROM YOUR JOBBER
OR DIRECT FROM
Alabastine Co., Ltd., Paris, Ont.

FLATTINE
FLOOR FINISH A Great Selling Line Just Now—

Some reasons why you should handle this well known floor finish are that it contains no wax, is very tough and exceedingly durable and does not scratch or mar white. For floor finish **FLATTINE** produces an even and full semi-gloss finish without the labor and expense of rubbing, For cabinet work recommend **FLATTINE Cabinet Finish.** This finish is very popular with painters as it gives results that can only otherwise be obtained with much hard labor.

Sold in Sealed Cans Only **Write for Our Price List**

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS

Customers

For FLOOR PAINT

are always satisfied when sold

Island City

DURABLE FLOOR PAINT

Dries hard right through to the pores of the wood in eight hours.

P. D. DODS & CO.

Limited

Montreal, Que.

REAL GERMANTOWN LAMPBLACK

Contains this Trade Mark



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL.

Pure Boiled Linseed Oil

Have you tried our Boiled Oils? If not, you have still to try the best on the market. Our Boiled Oils ***are perfect***—as a result of years of experimenting. It does not blister, rub or peel off. Our ***Pale Boiled*** is so ***Pale*** that the choicest and most delicate tints are uninjured by it. Send us a trial order. Ask for the "Maple Leaf" brand of ***Pure Pale*** and Double Boiled Oils, which are guaranteed Pure and Perfect Boiled Linseed Oils.

Canada Linseed Oil Mills, Limited



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana
Food Chopper



Dana Mop Wringe
takes a Woman
off her knees

THE DANA MFG. CO., CINCINNATI, O.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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CAPITAL - - - - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29.833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

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C. C. FOSTER, Secretary

TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto.

A good profit to the dealer in handling our lines of

Tents, Awnings Tarpaulins, Sails Flags, etc.

WRITE FOR PRICES AND NEW CATALOGUE COMING OUT

Thos. Sonne, Sr.

193 Commissioners St., Montreal

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

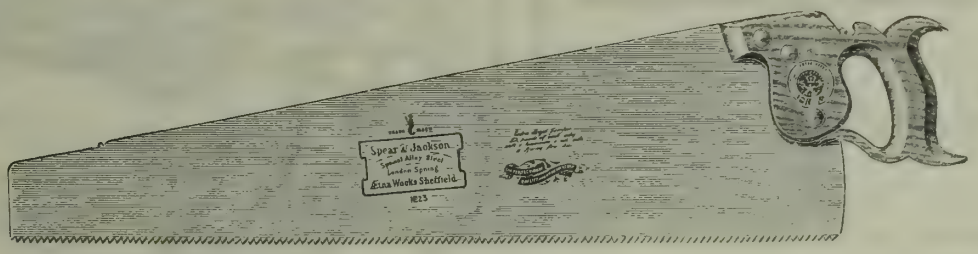
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

LOOK OUT!



¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

Atkins Silver Steel



Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

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TRADE MARK
KEYSTONE
BRAND.
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Experienced Buyers of Brooms

recognize the fact that the best is always the cheapest in the end, and this is particularly true at the present time. When you get the

Klondike, Jubilee & Sterling

you have the best that high-grade materials, skilled mechanics and an up-to-date factory can produce. Always uniform. Always the best.

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario

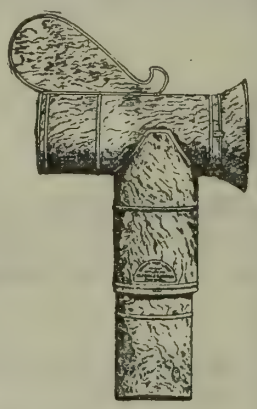
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

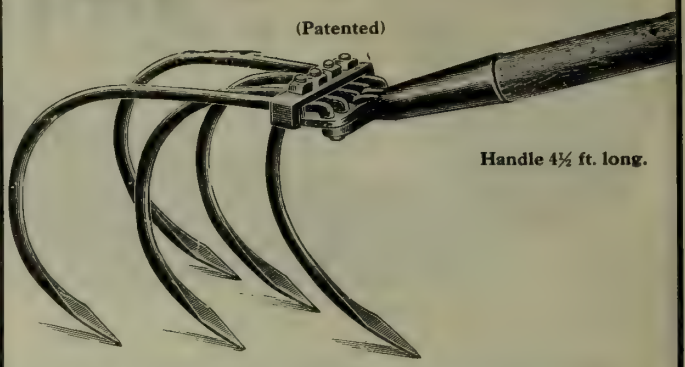
Made by

The J. W. HARRIS CO., Limited
CONTRACTORS
Montreal

"BUCO"

THE SCIENTIFIC GARDEN CULTIVATOR

(Patented)



Handle 4½ ft. long.

A Money Proposition

With the snow off the ground, gardeners and farmers are getting ready for the planting season. This is the time they will require the "BUCO"—the Scientific Cultivator. Greatest tool invented for weeding and cultivation work. Immensely popular wherever used. A quick seller, and the after-claps always pleasant. It's a money-maker for you because it bears big profits and sells. Stock up now.

SOLD BY HARDWARE JOBBERS

Bailey-Underwood Co. Limited
SOLE MAKERS
New Glasgow - Nova Scotia



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.
Branches Throughout The United States

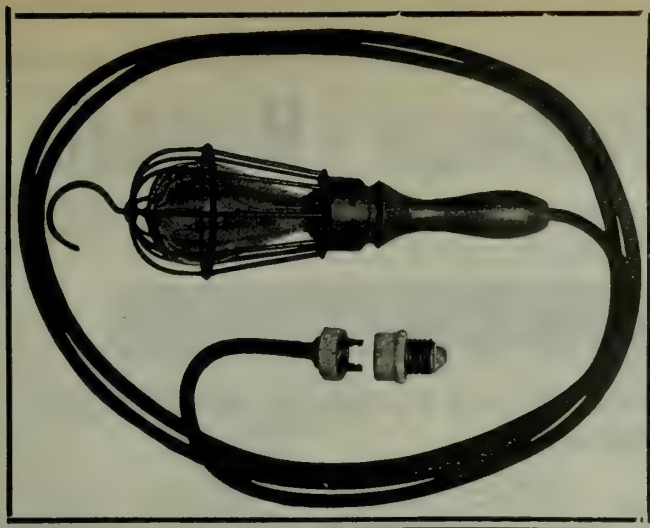
SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch



Pringle Portable Lamp Guard

This Improved Guard is the neatest, simplest and strongest Guard on the market. The Steel Gage is Copper-plated, and well oxidized before lacquering,—RUST PROOF.

Unloosing two screws removes socket for wiring, EASY. Hole in handle large, and corner rounded off. NO CUTTING OF CORD. PRICE LOW.

Write for discounts on 16 C.P. and 32 C.P.,

R. E. T. Pringle & Company, Ltd.
Winnipeg Montreal



These Collapsible Go-Carts

are real winners. The cart on the left shows the "Tourist." It can be instantaneously folded or opened. Now that summer is coming a window display of these goods will net you good business. They are strongly made, upholstered in tan, maroon and green Leather and come in several grades at appropriate prices. Cut on the right is the cheapest folding go-cart on the market to-day.

Write for Our Catalog and Prices.

THE GENDRON
Manufacturing Company, Limited
TORONTO, CANADA



SHRP-SHAVR SAFETY RAZOR



25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

Shrp-Shavr Razor Co
Smith Hardware Co., Limited
2 & 4 Lemoine Street
Montreal, Canada

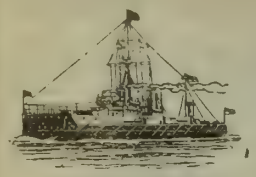
We sell it at 25c to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVERPLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

The Condensed Ads. in Hardware and Metal bring results. Try one.





Registered Trade Mark

The Celebrated "Dreadnought" Milling File

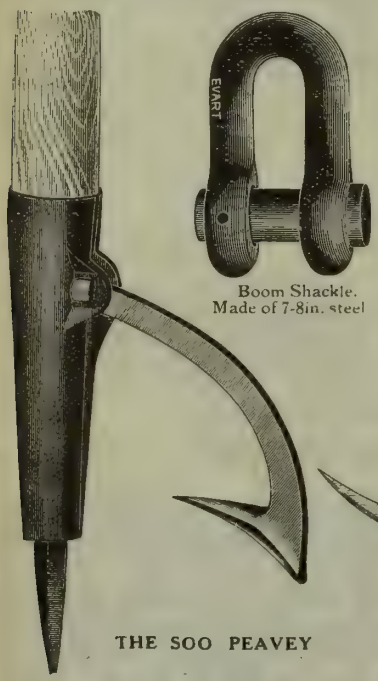
A substitute for Files which is revolutionizing File Work. A great cost reducer; a simple and radical improvement on the ordinary style of hand files; it cuts from 300 to 500 p.c. faster than an ordinary file; it is self cleaning; it can be sharpened four times; it cuts equally well all metals, also wood and marble; its cutting edge outlasts from five to ten ordinary files; although practically a rasp, it leaves the surface smooth. N.B The Dreadnought is adaptable to every job in which ordinary files can be used, expediting the work and doing it better, and for numerous jobs usually milled in machines. Gold Medal, Franco-British Exhibition, 1908. Gold Medal, International Exhibition, Madrid, 1907.



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St.

AGENTS { Halifax, N.S.—Austen Bros. / Toronto, Ont.—Nicholson & Ritchie, Traders Bank Bldg. / London, Ont.—London Engine Supplies Co., Ltd., Richmond St. / St. John, N.B.—The Jas. Robertson Co., Ltd. / Winnipeg, Man.—Bissett & Loucks, Limited / Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.



Boom Shackle.
Made of 7-8in. steel

THE SOO LINE

is a new line of the most improved, lightest, strongest and best

Lumbering Tools

(Made in Canada)

Write for Catalogue and Discounts.

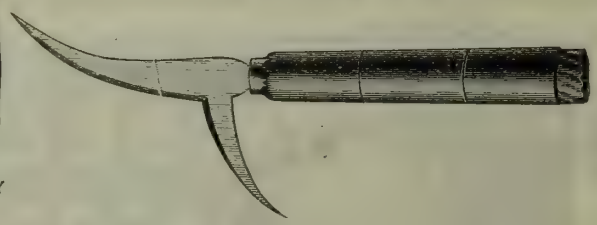
Manufactured by

Canadian Logging Tool Co., Ltd.

Sault Ste. Marie, - Ontario



Eye Dog,
made of ½ inch
steel.



THE SOO PEAVEY

SOO PIKE POLES

with handles made of select second-growth white ash. Ferrules made in three pieces of polished seamless steel. Pikes made of high-grade tool steel. Shanks threaded and screwed in tight. Lengths 10, 12, 13, 14, 16, 18 feet.

Letters

J.E.R&CO

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363



Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

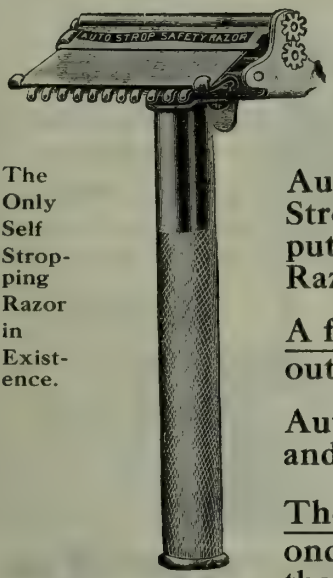
MEN WHO SELL THINGS

By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average selle, of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 259 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

The Day of Miracles is past, but Wonders Never Cease



The Only Self Stropping Razor in Existence.

DE SURETÉ RASOIR AutoStrop is the Shaving Wonder

Automatic Stropper and Razor in one. Strops itself in half the time it takes to put a new blade in any other Safety Razor.

A fresh, keen edge for every shave without trouble or expense.

AutoStrop blades are of finest lancet steel, and last indefinitely.

The cleaning is simplicity itself. A second under the tap and a quick wipe—that is all.



Stropping



Cleaning

In Quality and Utility the AutoStrop Safety Razor has no equal.

NOTE ITS ADVANTAGES :

Self Stropping

Easy Shaving

Simple Cleaning



Retails at $5.00

No Blade Buying

No Face Cutting

No Unscrewing

YIELDS A BETTER PROFIT THAN MOST SAFETY RAZORS

Write us at once for one razor on 30 days' free trial and trade terms.

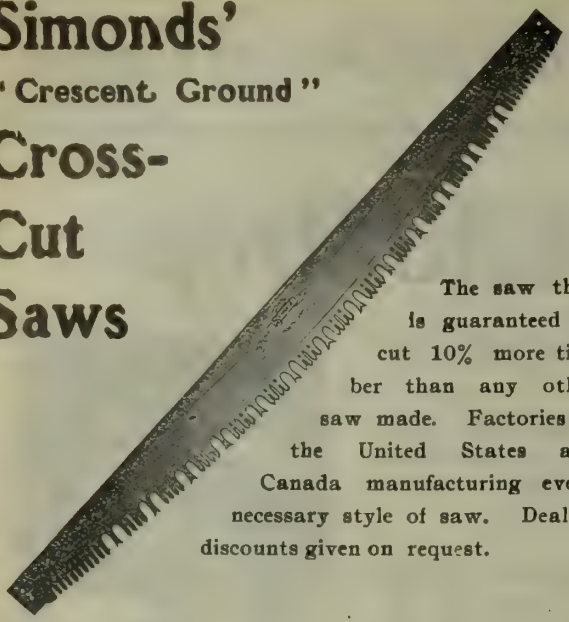
The AutoStrop Safety Razor Co., Ltd

14 St. Helen Street - - Montreal

Simonds'

"Crescent Ground"

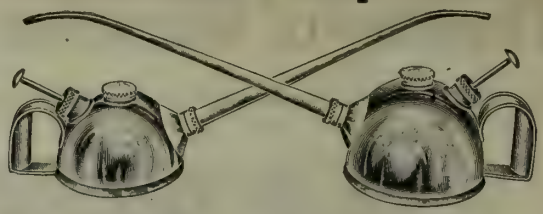
Cross-Cut Saws

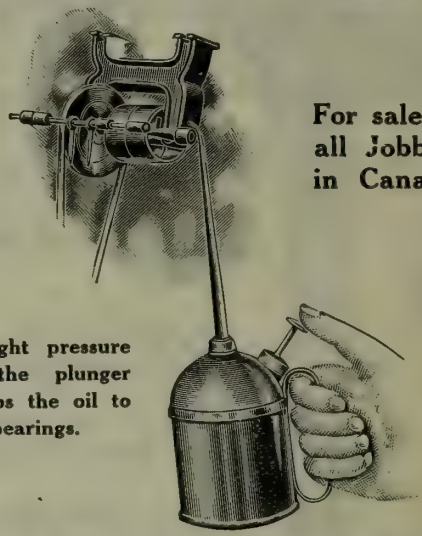


The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

Howlands Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

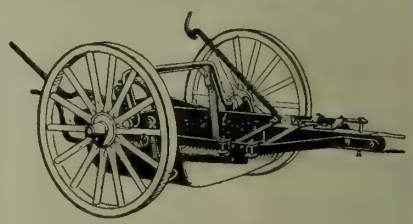
Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.



Wheelbarrows
Road Scrapers, Trucks

Wheel and Drag
Of Every Description

For Railway Contractors, Gardeners, Coal Dealers, Cement Workers, both Wooden Tray and Steel Tray.



SELLING AGENTS: Alexander Gibb, Montreal; Bissett & Loucks, Winnipeg; John Burns, Vancouver.



THE MEAFORD WHEELBARROW CO., Limited
MEAFORD, - ONTARIO

SWASTIKA

LONG  LIFE

Copper Hardened

BABBITT

Best Babbitt Value in the World.

LONG LIFE METALS — Copper Hardened — Copper Hardened — LONG LIFE METALS

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure. Grade High, Price Low. 25c. lb.
Liberal Discount to Trade.

Write for Booklet

The JAMES ROBERTSON CO., Ltd., 144 William St., MONTREAL

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

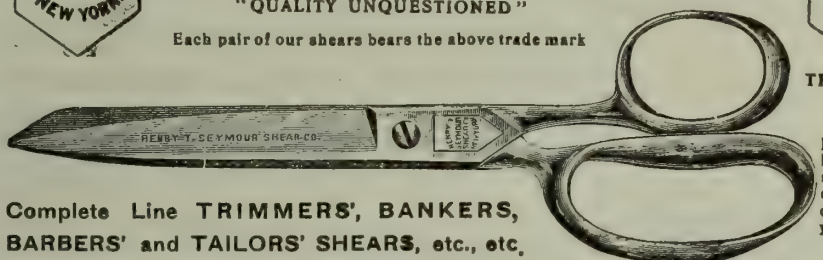
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest Catalogue will be sent in exchange for your business yard.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

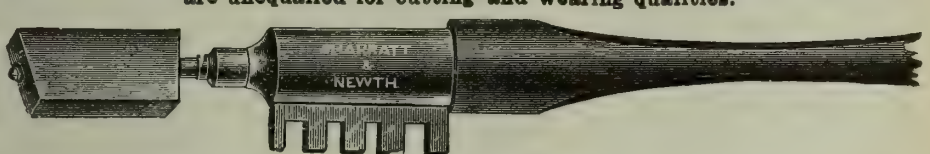
R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

April 17, 1909

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ... per lb.	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 20
Heads, per 100 lb	2 65	2 45
Tank plates, 3-16 inch	2 50	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 00
Cut lengths, round, bars, ¼ to 2 in		23 00
Plain sheets, 14 oz.		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base		30 00
Braziers' (in sheets). 4x8 base		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom.Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	
22-24	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	18 5)	
Middlesboro, No. 3 pig iron	16 50	21 00
Summerlee, No. 2 "	18 25	21 50
Carron No. 1	22 50	
Carron, special	20 75	
Carron, soft	19 50	
Cleveland, No. 1	18 50	20 5)
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (3oo)		25 00
Angles	2 60	2 50
Common bar, per 100 lb	1 90	1 95
Forged iron	2 05	2 15
Refined "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel	1 90	
Sleigh shoe steel	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	
B.P.L. tool steel		0 10½
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 31 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Ravea and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
IXX 14 x 20 "	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 75	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25 6 50
Part casks	6 50 6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75 5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
⅞ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 12½
Light copper bottoms	0 10	0 11
Heavy red brass	0 10	0 11½
" yellow brass	0 08	0 09
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net 1 75
No. 4 " " "	1 65
No 7 Fuller " " "	2 00
No. 4½, " "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 25

Square head brass cocks. 55 ; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

Bathtubs, 5 feet 2½ inch rim, $15.5).
Roll rim sinks, 18 x 30 $7 85.
Closet combinations, $15.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—60 per cent.
Steam Radiators—60 per cent.
Wall Radiators—60 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 01	¼ inch	2 86
¼ "	2 25	⅜ "	3 08
⅜ "	2 63	½ "	3 48
½ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	15 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

Malleable Fittings—Canadian discount 40 per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60 ; nipples, 70 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 0
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" " 100-lb. kegs	0 09



ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70
" 5 gal. tins	0 65
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 58
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
" Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
85 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
" union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2.30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	43 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
" Iron Clad " cotton	2 10
Iron Clad " paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in.	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness, crescent, 10 inch. doz		2 25
" No. 141, 10x12, doz		1 00
Hat & coat, crescent, plated, dz.		0 75
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
⅜ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Crescent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Barton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Miller's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40
" 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

FIVE THOUSAND TONS OF

BEAMS, ANGLES, CHANNELS, Etc.

ALWAYS IN STOCK

One of the leading advantages of placing your structural steel orders with us is because we are able to guarantee prompt deliveries.
Are you one of the hustlers who are making money selling our structural steel? Keep close to local builders and recommend structural steel. We will quote you very close prices and furnish you with any information you may need to help in closing business.

START HUSTLING RIGHT NOW

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each.... ..... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.
Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c.; No. 3 and 4 grade, 45 p.c.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz..... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" linen, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Millo, flexible	....	6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25
Crown.....		4 85
Crescent.....		6 50
Sovereign.....		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25
" " 1¼ x 3-16 in (100 ft)	

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ⅝ " .... "	10 00
" " ¾ " .... "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web..... "	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ¼ and ½ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise..... 4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ½ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ½ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list.....	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.
Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.'& 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.
Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron ..... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c. "Regal" Dense Smokeless Powder, 35 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 h.p

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.: spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½%; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS FETLOCK SHEARS



Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNTS.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary per 100 ft. 3 00

Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Creamery cans, 40 p.c.
Railroad and cream cans, 45 p.c.
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast per doz.		6 75
Lift Tubular and Hinge Plain, "		5 00

Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92

Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent,
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00	
7 inch "	7 50	

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32
7-inch "	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount. 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.85 — No. 21, $7! — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—olling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. 2 50 Galvanized 2 75

HAY WIRE IN COILS.

No. 9, $2.30 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $2.85; 6, 7, 8, $2.80; 9, $2 35; 10, $2.85; 11, $2.90; 12, $2.50; 13, $2.60; 14, $3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 65	2 70
Galvanized, plain twist	2 95	3 00

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops	1 50
Folding ironing boards 16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" " 3-hoop	05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz	33 75	35 00
Royal American, 11 in	33 75	35 00
Eze. 10 in., per doz		36 75
Challenge, 3 year, 11 in		36 50
Ottawa, 3 year, 11 in		41 50
Favorite, 5 year, 1 in		42 50

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M		2 25
Small heel		4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
200 lb. and over		60 00

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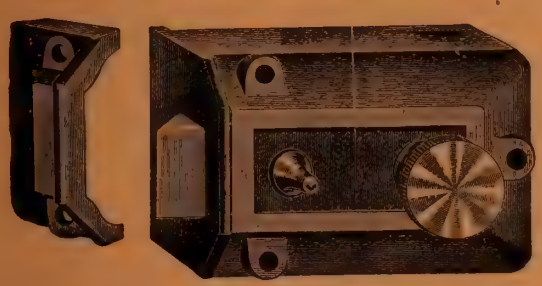
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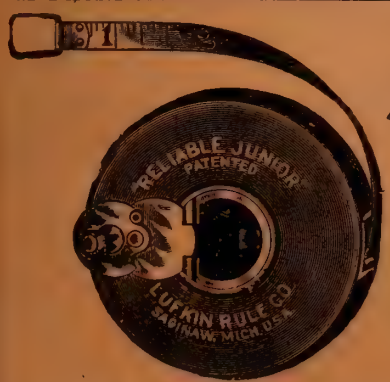
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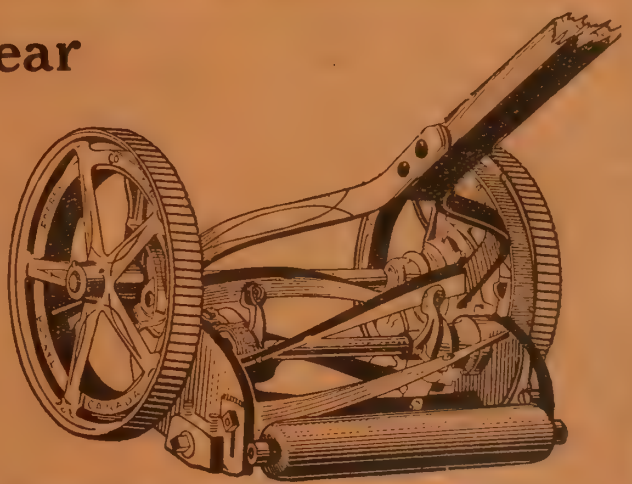
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H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, 290 Garry St., WINNIPEG, MAN.

Don't Wait for Something to Turn Up. Try a "WANT AD."

Goods You May Soon Require

WE CARRY IN STOCK

REFRIGERATORS
"Champion" "Puritan" "Best"

SCREEN DOORS
"Sanderson-Harold Co." Make

SCREEN WINDOWS
"Sanderson-Harold Co." Make

CHURNS
"Daisy" "Favorite" "Leader"

WRINGERS
"Royal Canadian" "Eze" "Rival," Etc.

CARPET SWEEPERS
"Bissell"

Curtain Stretchers **Carpet Beaters**
Step Ladders **Self-Wringing Mops, Etc.**

WASHING MACHINES
"Twentieth Century" "Re-Acting," Etc.

FISHING TACKLE **LAWN BOWLS**

Etc., Etc.

Write for Descriptive Circulars and Prices

RICE LEWIS & SON, Ltd.

King and Victoria Sts. TORONTO



The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is Warranted

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.

Fultonville

New York



This Trade Mark guarantees satisfaction.



Pearson's Patent Poke

is the best device ever invented to make horses and cows stay at home. : :

SOLD ON ITS MERITS

It holds and secures new trade, for any farmer or stockman will tell you that it is the easiest fitting, simplest, and yet the most effective poke manufactured. The trade is fully warranted in pushing the poke, which is sold on a guarantee of satisfaction or money back.

WRITE FOR OUR CATALOGUE

J. H. Still Manufacturing Co.

Limited

St. Thomas, Ontario

ICE CREAM FREEZERS THAT SELL

THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results

THEY ARE

- **Well Advertised**
- **In Demand**
- **Easily Sold**
- **Satisfactory in Use**
- **Of Known Reputation**



"LIGHTNING"



"GEM"



"BLIZZARD"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.

Dealers, Take Notice!



25 Years Ago we began manufacturing Metallic Roofing. The first years were trying ones, but our policy, adopted at the start,—PROTECTION TO THE DEALERS—together with the fact that only the highest quality material is used in the manufacture of our roofing, won out, and placed us at the top.

Our Strong Protection Wall surrounds the trade. We want your co-operation. Success for you means success for us.

Our Extensive Advertising creates a market. Don't let your competitor reap all the benefit. Get your share.

Our Metallic Roofing stands the test. 25 years has proved it. Send us measurements and get our estimates.



The Metallic Roofing Co., Limited

MANUFACTURERS

TORONTO WINNIPEG

1560

Steel Hoops and Bands

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

DISSTON'S FILES

Every File stamped DISSTON is warranted as perfect as a file can be made, and is guaranteed to be made from the best crucible steel. Each file is carefully inspected and thoroughly proved before leaving the factory.

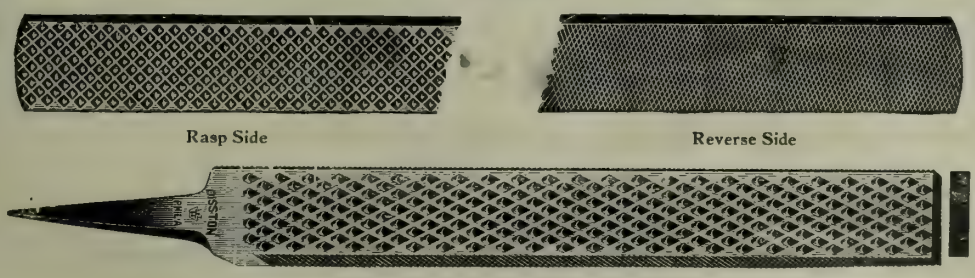


D I S S T O N

F I L E S

There are 40,000 dozen Disston's files sold in Canada every year, and if the full demand could be furnished the quantity would be double this amount.

DISSTON'S HORSE RASPS



Rasp Side — Reverse Side

Tanged

Disston's Horse Rasps are not as high in price as some brands, but we guarantee the quality as high as any, and higher than most. With Disston's Files and Rasps in stock it is not necessary to carry any other make. You will please 95 per cent. of your customers both as regards quality and price. We will accept orders for immediate and Fall shipments. ORDER NOW.

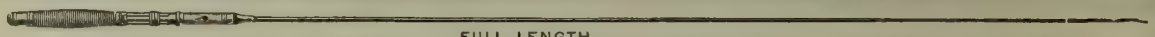
LEWIS BROS., LIMITED

Toronto Ottawa MONTREAL Calgary Vancouver

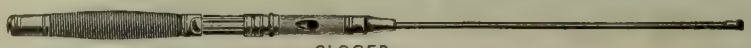
FISHING REQUISITES

Our General Catalogue fully illustrates this line.

WRITE FOR PRICES. ***SEND US A TRIAL ORDER.***



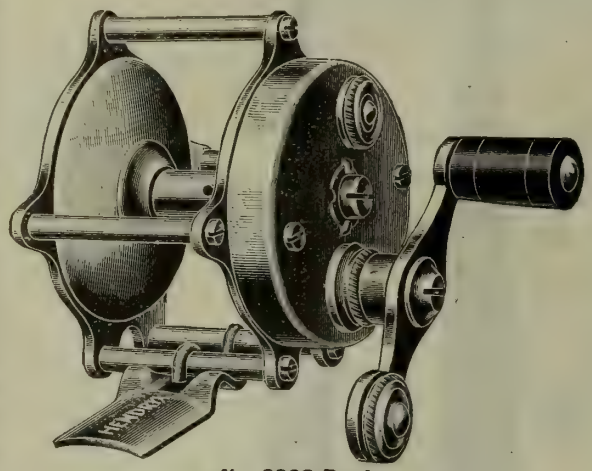
FULL LENGTH.



CLOSED.

Bristol Steel Bait Rod No. 1

Length 9 feet 6 inches when telescoped. 32 inch Polished Handle. Nickel Plated Mountings.



No. 2906 Reel

Fishing Reels

Nickel Plated.

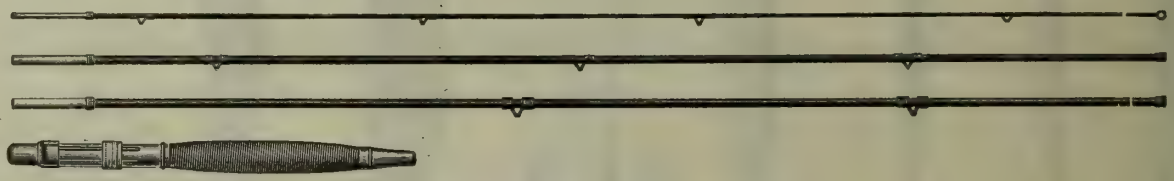
Capacity 40 to 80 yds.

Sinkers

Put up one gross in a box.



Lead Sinkers



Rainbow Steel Fly Rod No. 208

Length 10 feet. 3 Joints 38 inches long. Enamelled Dark Green. Weight 9¼ oz. each.



Trolling Spoons



Minnow Cans

Japanned and Galvanized.

4 and 6 quarts.



Greenheart Fly or Bass Rod No. 1235

Length 10 feet 6 inches. Weight 12 oz. each.

ASK OUR TRAVELLERS TO QUOTE YOU ON THESE GOODS.

F.xW.

FROTHINGHAM & WORKMAN, Ltd.

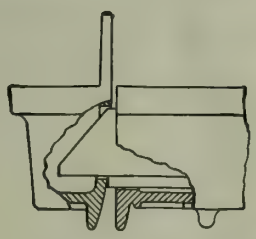
Wholesale Hardware and Iron Merchants

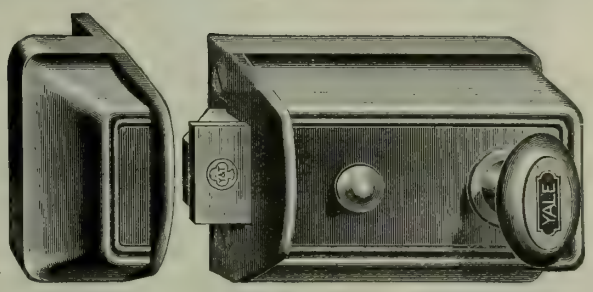
Montreal : : : : : Canada

F.xW.

The New Yale Night Latch No. 44







At last a **night latch** that is, when the door is closed, a **deadlock** as well.

As revolutionary an improvement in night latches as the original Yale principle was in locks.

The new No. 44 embraces the security of a deadlock with the convenience of a night latch.

The important difference between No. 44 and the well-known Yale No. 42 (which it resembles in size and appearance) is that the No. 44 has a sliding "protector" on the latch bolt.

As the bolt enters the strike, this slide or "protector" presses against the face of it, and is held back. The holding of the "protector" automatically and absolutely deadlocks the bolt, so that it cannot be forced back, and can be withdrawn only by the key or knob.

Put in a sample order for this latch and ask for advertising matter that will help you to sell it.

Caverhill, Learmont & Co.

Hardware, Iron and Steel

Head Office and Warehouse,
MONTREAL.

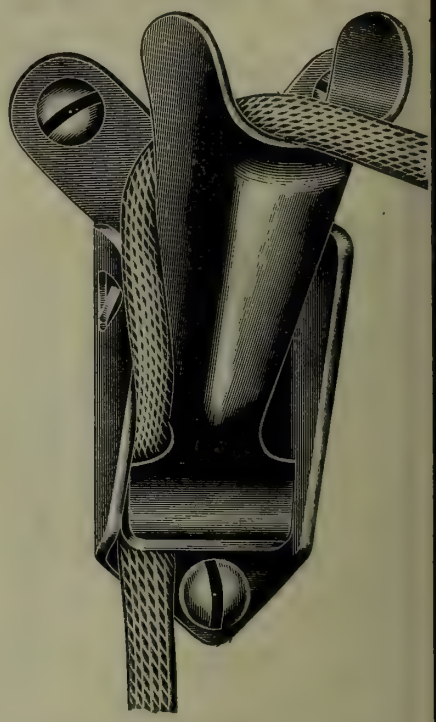
Warehouse at
WINNIPEG, MAN.

SHOWROOMS:

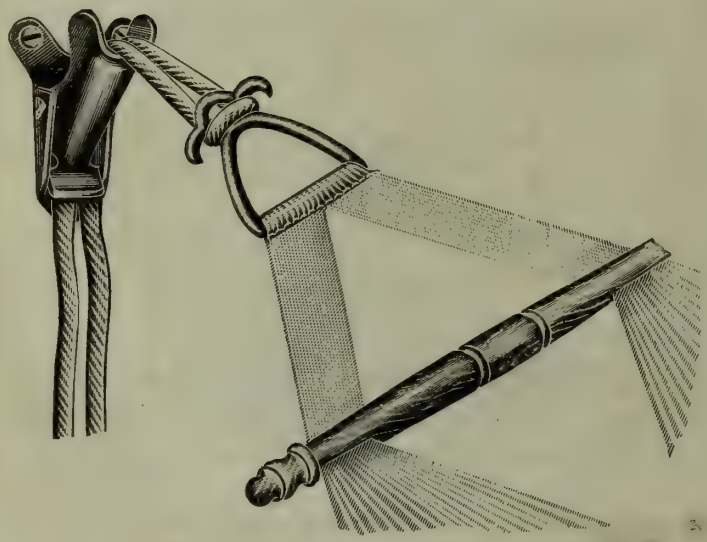
Toronto, 77 York St. **Ottawa, 111 Sparks St.** **Quebec.** **Fraserville**

The Little Giant Automatic Clothes Line and Hammock Holder is an article which will sell at sight

AUTOMATIC CLOTHES LINE FASTENER



The Fasteners save the price of themselves every week in doing away with clothes poles and time in putting up and taking down a clothes line or hammock. When more than two are used, simply loop line down through centre or sides of fastener and continue end to next one. Line can be adjusted in a few seconds.



The "Little Giant" Line Fastener makes a sightly, and at the same time an easily adjusted and absolutely secure

HAMMOCK HOLDER

"We control the Canadian Patents"

Retail Hardware Price—$10.00 Gross Net

If You Cannot Purchase These from Your Jobber, Write Us Direct

Taylor - Forbes Company, Ltd.

Largest Manufacturers of General Hardware in Canada

Head office and Works: GUELPH, ONTARIO

Taylor-Forbes Co., Ltd., 122 Craig St. W., Montreal. W. A. Maclennan, Vancouver, B.C. J. B. H. Rickaby, Victoria, B.C. H. G. Rogers, 53½ Dock St., St. John, N.B. Harry F. Moulden, Travellers Bldg., Winnipeg, Man.

H. S. HOWLAND, SONS & CO. LIMITED

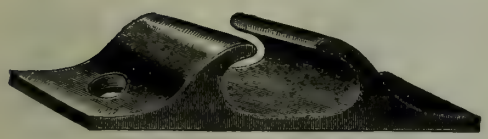
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

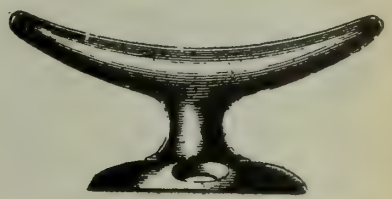
BOAT HARDWARE



BOW CHOCKS—Galvanized
For Small Boats and Yachts.



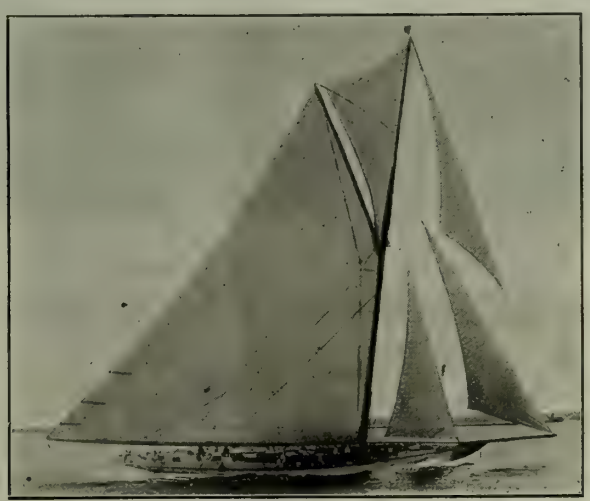
SCREW CHAIN SHACKLES
Wrought Iron, Galvanized.

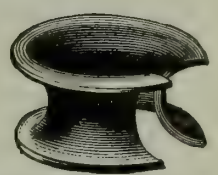


LINE CLEATS—Japanned and Galvanized.



SHEET BRASS GROMMETS

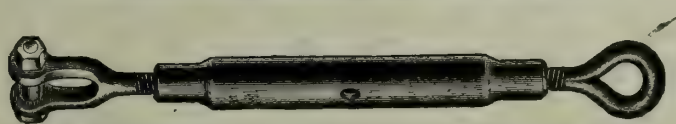




SAIL THIMBLES—Open and closed.



PULLEYS
Japanned and Galvanized.



TURN BUCKLES—Malleable and Wrought Iron.
Right and Left Hand Threads.



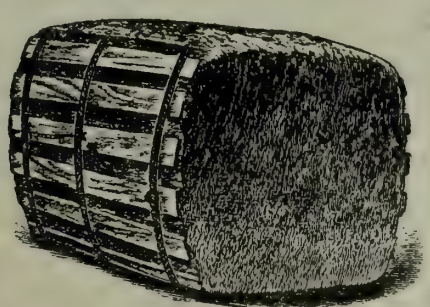
BOAT SNAP HOOKS
Galvanized, Ball Points.



SINGLE BOAT HOOKS
Galvanized, Malleable Iron.



CALKING IRON—Cast Steel.



OAKUM
Navy, U.S. Navy, Best, Plumbers.



CALKING MALLETS

For a more complete line see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

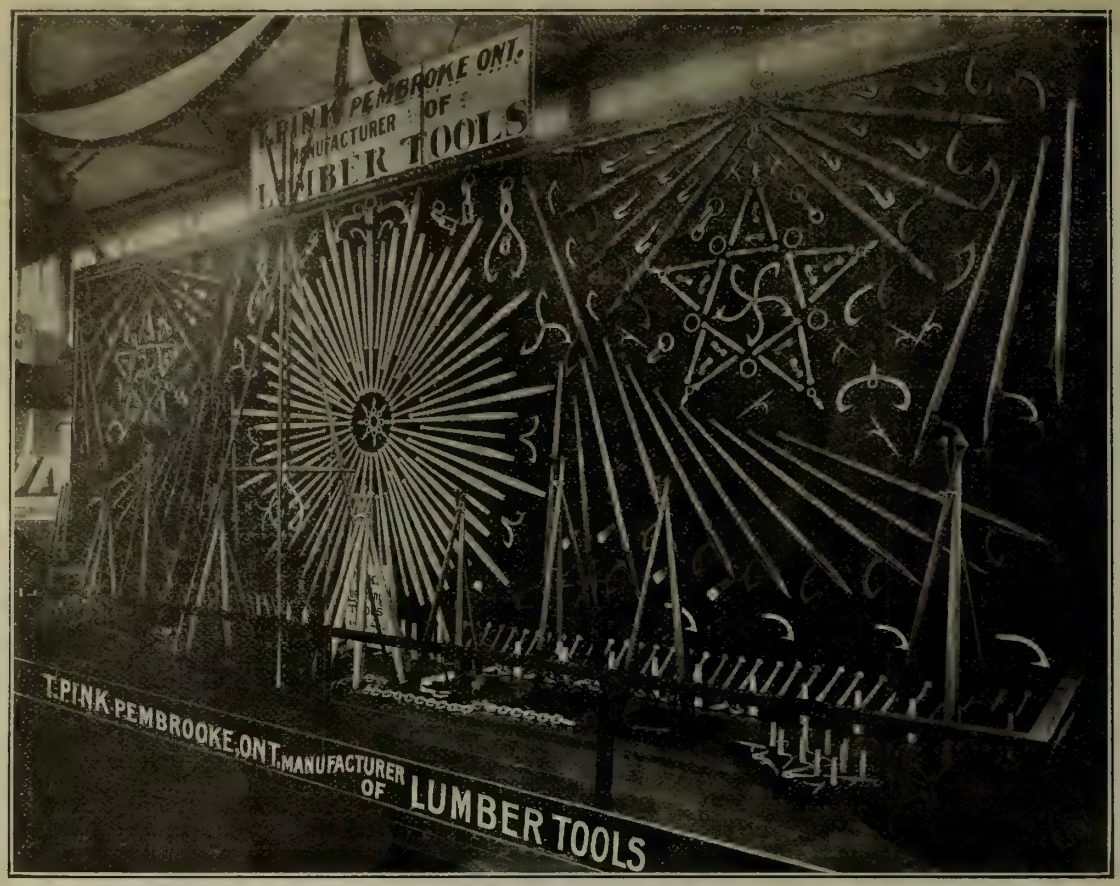
We Ship Promptly

Opposite Union Station

CRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto

Our Prices Are Right



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Every Little Bit Helps!!

Mr. Hardware Man,—Don't you often find that the "little sales" of the day are a big feature in the day's receipts and are often the lever to larger sales?

The Kaiser Wax Pad and Iron Cleaner

is a "little thing"—retails at 10 cent—but it is a household necessity, something entirely new on the market, a quick and big seller, with a good profit.

Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high-grade finish, equal to first-class laundries. She of course asks the dealer for advice—in return he offers her the common wax—She knows it is impossible to do good work with the common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—THERE SHE IS SURE TO DO HER BUYING—AND LEAVE HER ORDER FOR OTHER THINGS.

A post card to any of our Canadian agents or direct will bring a sample of this great little business getter.



PATENT APPLIED FOR

500 Circulars Packed in Each Gross.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

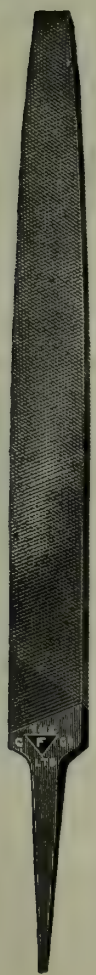
Dept. 54

Manufacturers' Agents calling on Hardware trade wanted in all unrepresented distributing centres of Canada.

Canadian Agents:—Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B.C.
R. Grenier & Cie., 130 Rue Du Pont, Quebec.
R. F. Westhaver & C .. 132 Hollis St., Halifax, N.S.

Sheffield Steel Files

The only files made from **absolutely warranted crucible cast steel,** giving them superior temper and strength : : : :



This Means Quality

The ordinary file is made from open hearth steel, and the temper can never be relied upon.

Sheffield Steel Files

are manufactured from absolutely warranted

Crucible Cast Steel

and have those clean, sharp-cutting and wearing qualities, appreciated by good mechanics. : : : :



The best dealers sell

Sheffield Steel Files

WRITE for our DEALERS' PROPOSITION

The Canadian Fairbanks Co., Limited

MONTREAL

Toronto **St. John** **Winnipeg** **Calgary** **Vancouver**

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand

Registered



Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

Hamilton, Ontario

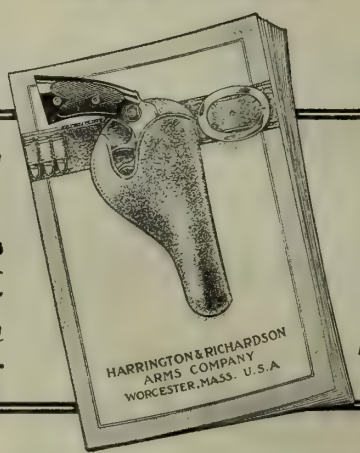
Leave the Money in the Country Wherein You expect to Make Yours

This Advertisement

REVOLVERS **H & R** SINGLE GUNS

TRADE MARK

TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY

615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers—in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

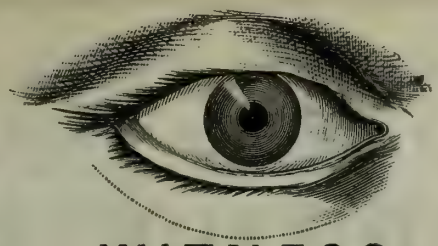
If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

Harrington & Richardson Arms Co.

615 Park Ave., Worcester, Mass.

Taylor's Cutlery



WITNESS



KEEPS THE EDGE



WRITE FOR CATALOGUE and PRICES

DECATUR, BULL & CO.

SOLE SELLING AGENTS. MONTREAL, CANADA.



ESTABLISHED 1840

Are you catering to the Spring Basket Trade?



We are the largest handlers of willow baskets in Canada. We manufacture clothes baskets, square and round hampers, butchers' baskets, market baskets, show baskets, German market baskets, etc. This is the season for getting after those who want any style of basket.

Buy direct from the makers.



H. W. Nelson & Co., Ltd.

Toronto,——————Canada



We Want Every Stove Dealer In Canada

to learn something of the merits of the beautiful line of stoves made in our new foundry, which is one of the most modern and complete in the country.

ENTERPRISE STOVES, RANGES AND FURNACES

fairly bristle with improvements and have many new and attractive features which make them easy sellers.



We want active dealers everywhere to push their sale. Those dealers who are open to consider a new line will find it pay to investigate ours. They are right in quality, design and price.

IF YOU ARE INTERESTED, WRITE US.

The Enterprise Foundry Co., Sackville, N.B.

DISTRIBUTING WAREHOUSES:—

STEWART & CO., Toronto, Ont.

THE ENTERPRISE HARDWARE CO., Saskatoon, Sask.

Export Trade

Represents the Great Future Market for American Goods

Manufacturers that cultivate the field **NOW** are assured of the largest share of this trade in the future.

Our service, the greatest single power in Export Trade, enables manufacturers to get their products prominently before the trade abroad. An efficient service, covering all export markets at minimum of expense.

The aim of the **American Exporter** is and has always been the up-building of a world-wide demand for American machinery and goods. Issued in two editions each month, one in English, and other in Spanish **(Exportador Americano.)** The two together cover all countries that import American goods.

It is the only journal of foreign circulation which regularly publishes its exact circulation every month in its editorial pages.

Stronger evidence of the AMERICAN EXPORTER'S strength in its chosen field could not be brought forward than the phenomenal growth in its advertising pages during the past three years. The AMERICAN EXPORTER in net volume of advertising business carried three years ago 52 pages of net advertising; two years ago 88 pages; one year ago 116 pages; carries to-day 122 pages. Its number of regular advertisers three years ago was 325; two years ago 400; one year ago 550; and to-day 650. It is seen that notwithstanding a "panic," there is a growth in the last 12 months.

An increasingly important feature of the **American Exporter** is the Foreign Trade Service maintained on behalf of its advertisers. This service includes the sending of our representatives into foreign markets to study conditions in the interest of our clients, the furnishing of selected names of possible customers or agents in any country, commercial ratings on prospective foreign customers, translation of foreign correspondence from and into any and all languages resulting from or pertaining to the advertiser's announcements.

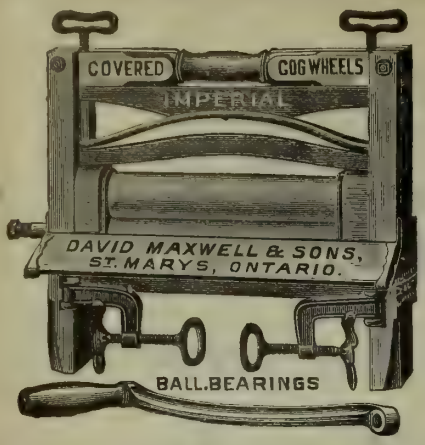
Representative space regularly in the **American Exporter** gives you all the export advertising you need, for this publication covers every foreign market for your goods. This publicity, coupled with our Foreign Trade Service, provides you with the necessary facilities for conducting intelligently an export trade.

May we send more particulars?

AMERICAN EXPORTER

135 William Street, New York City

Established 1877 **Conducted by Export Specialists**



"MAXWELL" WRINGERS

have for many years been known to Canadian women as the most satisfactory on the market.

"ROYAL CANADIAN"—best solid rubber rolls, improved guide-board, double gear, moderate price.

The "IMPERIAL"—enclosed gear, ball bearings, best solid rubber rolls, swivel tub attachment. The finest wringer made at any price.

Why not handle the best, for yourself and your customers?

DAVID MAXWELL & SONS, - ST. MARY'S, ONT.

Growing Bigger Than Their Business

The hardwareman, if he is alert, is quick to take advantage of all extensions of trade. Many of them to-day are handling metal roofing, agricultural implements, silverware, sporting goods and other profitable lines. The latest opportunity is by selling structural steel. You do not have to carry a stock but simply get in touch with the building trade and seek to close some business where steel is required. We have an interesting proposition to submit. Be the first in your town to take up this work.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

Established 1802

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY

"SAFETY"

Crank-Pin Plunger Oil Cup



SPECIAL FEATURES

Large opening for filling the cup.
Easily and quickly regulated.
When engine stops running cup stops feeding.
A POSITIVE FEED WITH NO WASTE OF OIL.

Pages 46-47 of our No. 22 Catalog illustrate this line.
FOR SALE BY ALL LEADING JOBBERS.

Manufactured by

Penberthy Injector Company, Limited
Windsor, Ontario

PENBERTHY PENBERTHY PENBERTHY PENBERTHY

CORN AND BEAN PLANTERS



King of the Field, the best hand planter made. Triumph, the cheapest good planter. Step Ladders. Curtain Stretchers. Fo'ding Ironing Boards. Folding Clothes Bars.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE - ONTARIO

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws.

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

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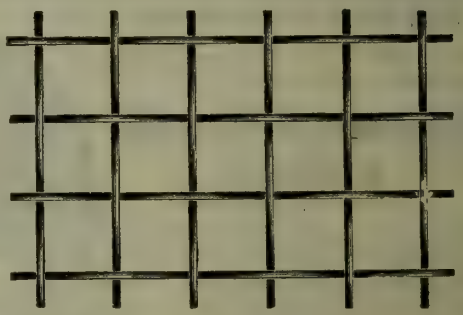
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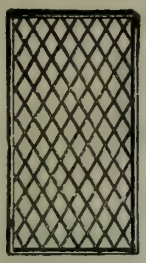
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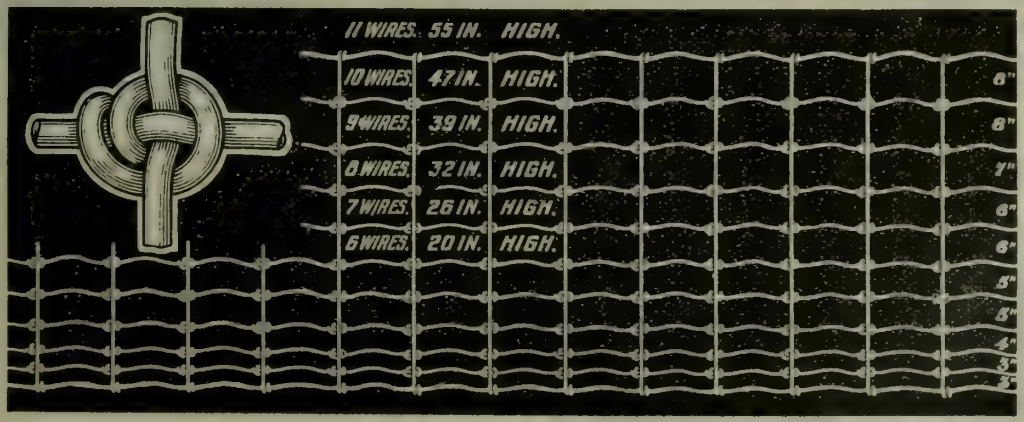
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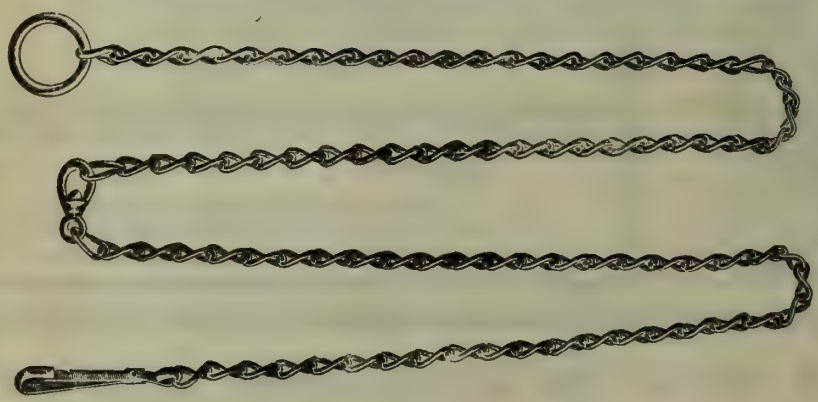
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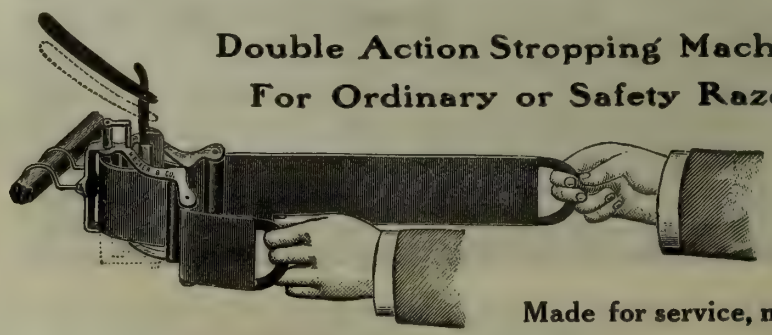
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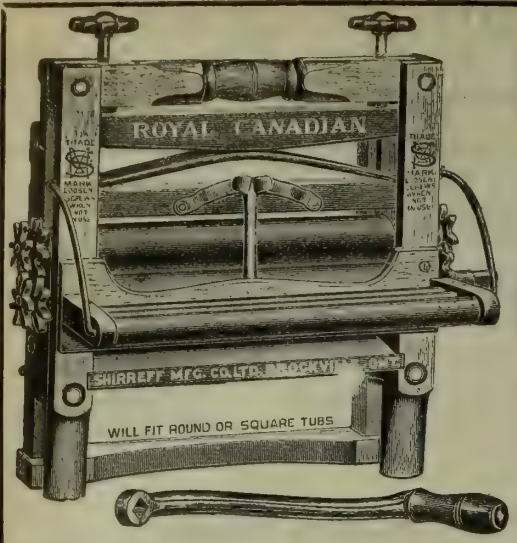
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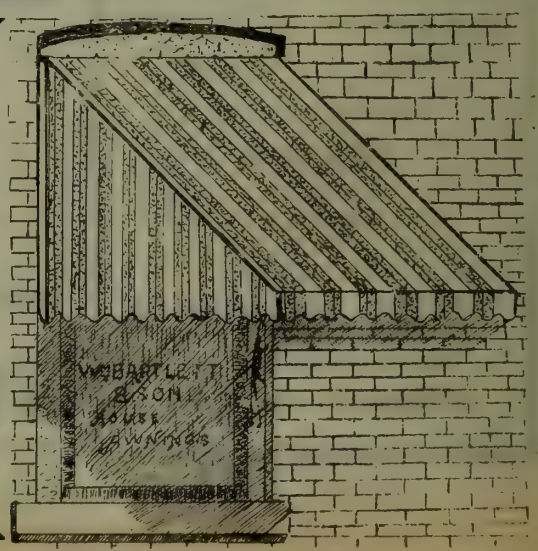
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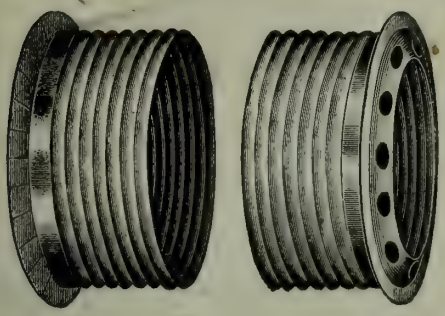
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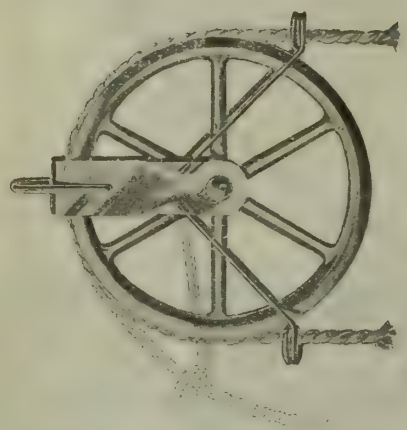
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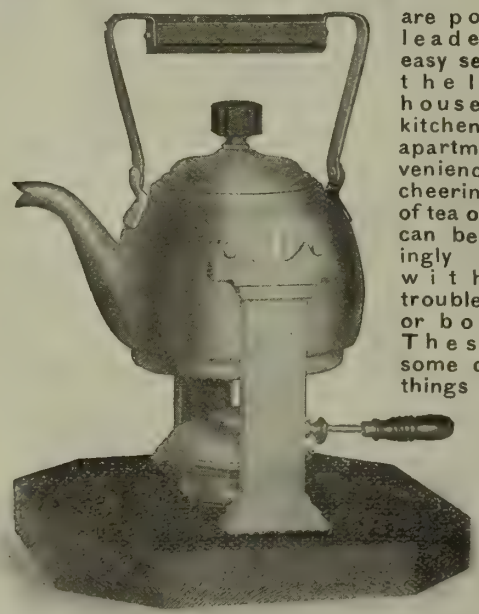
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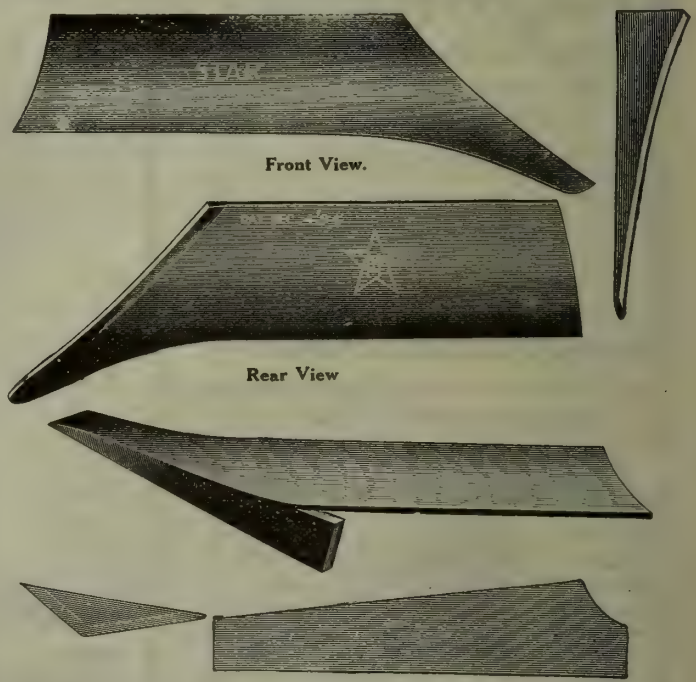
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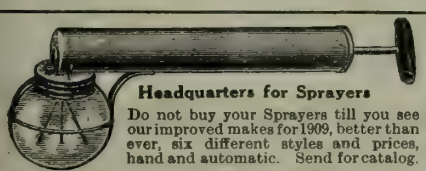
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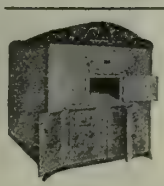
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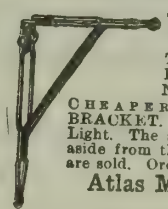


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Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.

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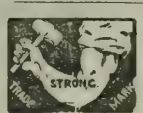


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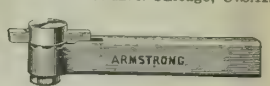


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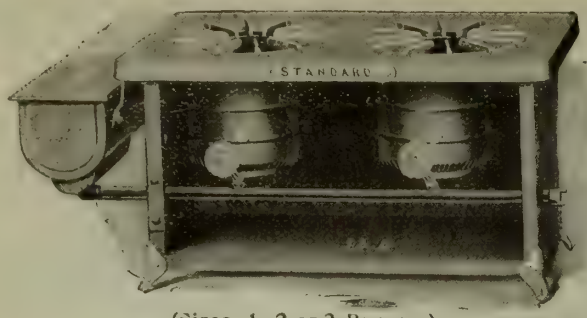
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Simple in Construction and easy to operate
For Economy they are beyond comparison.

One ga lon of common coal oil or kerosene will furnish fuel for a single wickless burner for twenty hours constant fire.

Buckeye Junior Gasolene Stoves

"Examined and tested by the Underwriters, Laboratories and listed by the consulting Engineers of the National Board of Fire Underwriters."
The Simplest, Safest and Best for Gasolene.

We have also in stock

The "Summer Girl," "Eagle" and "German" Oil Stoves, Wicks, etc.

Prices and Catalogue showing full line on application.



The Thos. Davidson Mfg. Co., Ltd.

MONTREAL and WINNIPEG

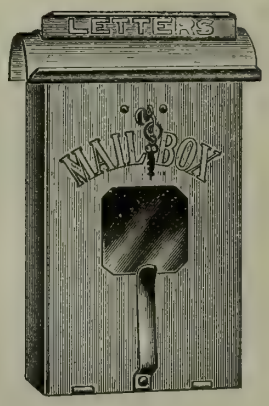
A FULL LINE OF

20TH CENTURY

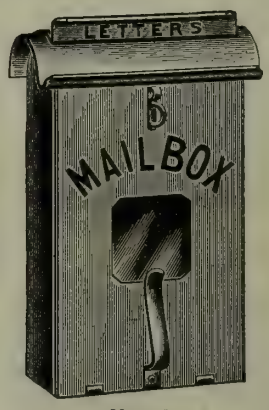
MAIL BOXES



No. 1



No. 2



No. 3



No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

"Brantford" "Roofing"

The Brantford Line is the one to catch on to.
It contains the goods that sell
—and sell rapidly

Brantford ASPHALT—1, 2 and 3 ply
Brantford RUBBER—1, 2 and 3 ply
Brantford CRYSTAL—heavy weight, only
Brantford MOHAWK—one grade, only

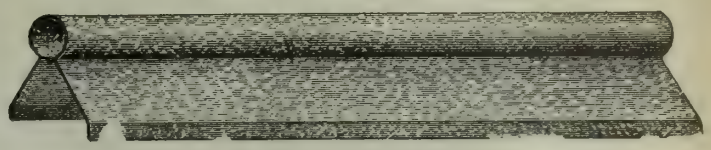
FREE SAMPLES

of the four different kinds, together with Dealer's Catalog and trade-winning agency proposition, mailed on request

Brantford Roofing Co., Limited
Brantford - Canada

Montreal Branch: 327 St. James St., Montreal, Que.

GALVANIZED RIDGE ROLL



Here is a good money-making building staple.

You can sell it to carpenters and builders, at a price to compete with wood ridge roll.

It is made in 10 ft. lengths on improved automatic machinery, so that perfect uniformity is assured. This ridge requires no wood filler.

PRICE TO THE TRADE—3½C. PER LINEAL FOOT.

Send us your orders at once and specify the date of delivery required.

"WE WORK WITH THE TRADE."

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

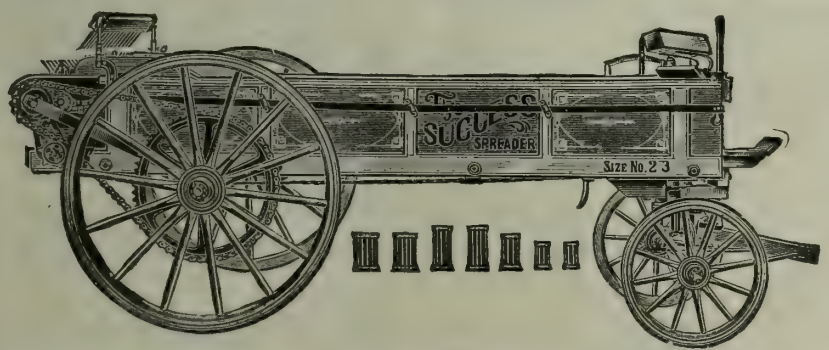
OUR GOODS ARE CARRIED IN STOCK BY

Emerson & Fisher, Ltd. St. John, N.B.	J. A. Bernard Quebec	G. P. Breckon Toronto
Clare & Brockest Winnipeg	Ellis & Grogan Calgary	Wm. N. O'Neil & Co. Vancouver

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

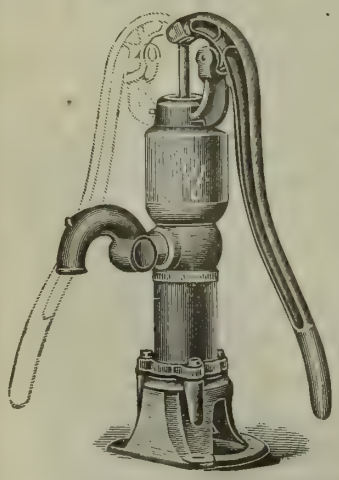
Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Aylmer Pumps



The above words always bring to the mind of the man who knows them, the thought of **Quality.** That has always been our aim and we are accomplishing it if the increase in the demand for our goods tells anything.

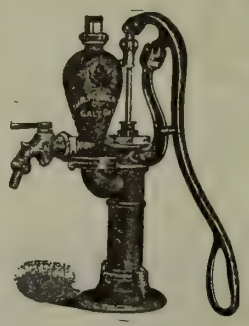
Don't forget that we have a full line in Pumps and Supplies, also Iron Pipes and Pipe Tools, Scales, Extension and Step Ladders, etc.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

"Nothing New Under the Sun"



A proverb which our latest catalogue has made sit up and take notice.

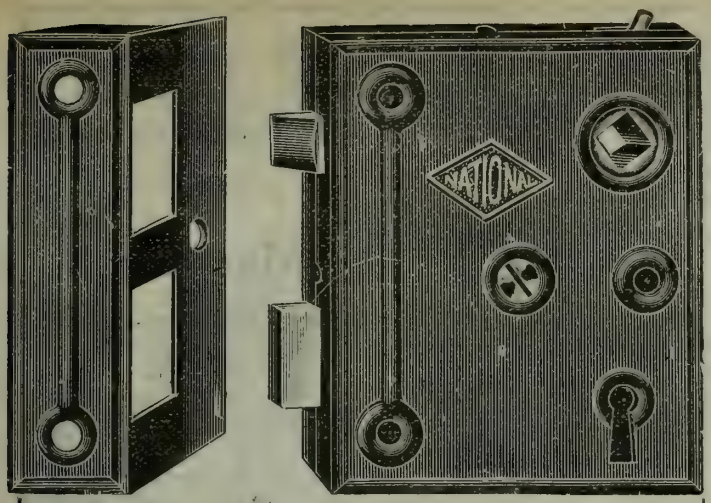
McDougall Pumps

are Standard Pumps. New styles are shown but the old quality still is to the fore.

"Aremacdee" is a guarantee

The R. McDOUGALL CO.

Galt, Canada LIMITED



THE BUILDING TRADE IS BUSY

ARE YOU WITH

The Steel Rim Lock

Made in Canada

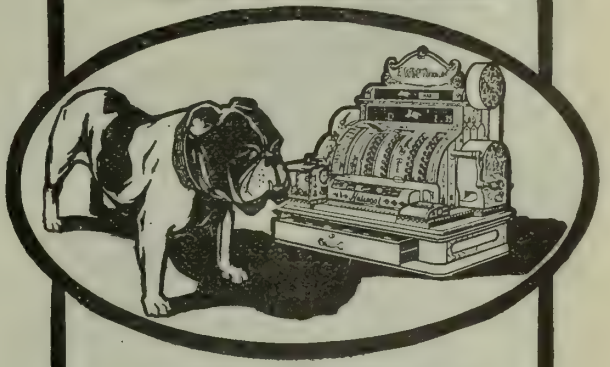
It is popular with builders and householders because it is the only lock of its kind manufactured in the Dominion, No. 3800. It is durable, dependable, practical, strong and reasonable in price.

Write your Jobber for the National Brand

NATIONAL HARDWARE CO., LIMITED

ORILLIA ONTARIO CANADA

JUST YOU GET A NATIONAL CASH REGISTER

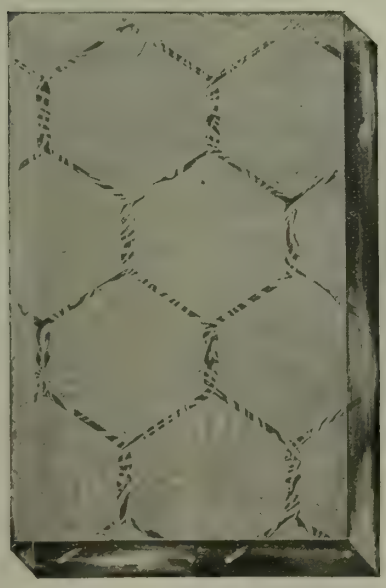


AND WHAT YOU HAVE YOU'LL HOLD!

NATIONAL CASH REGISTER CO. 285 Yonge St., TORONTO

Write for Literature. F. E. MUTTON, Canadian Mgr.

WIRE GLASS



A RELIABLE FIRE RETARDENT

Wire Glass is recommended by all prominent fire engineers and underwriters and is essentially necessary in order to obtain minimum insurance rates. We can supply Wire Glass in all its forms. **Rough, Ribbed, Maze, Muranese, Polished** and **Prismatic.** Insures safety because it stops fire, draft and smoke. TIME and actual service have demonstrated its value.

WRITE FOR PRICES



THE HOBBS MANUFACTURING CO., Ltd.

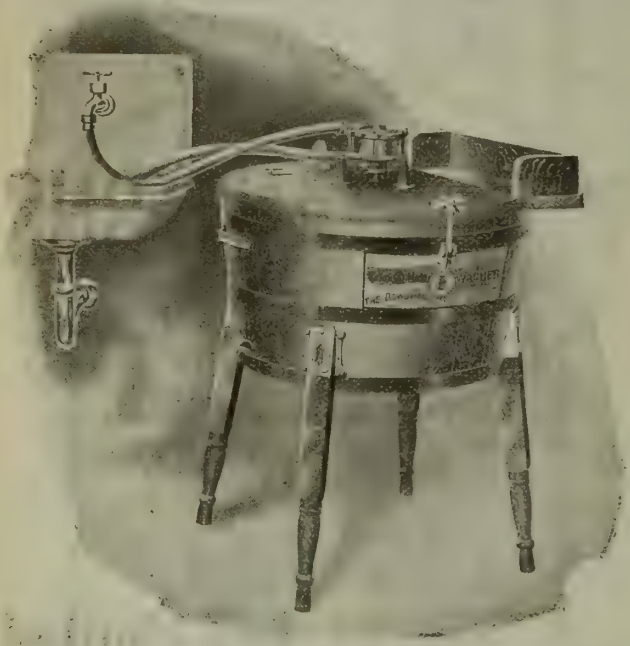
Factories and Warehouses :

WINNIPEG LONDON TORONTO

A New Light in the Washing Machine World

Have you seen this wonderful little Water Motor? It's the cleverest thing in Water Motors ever devised. Will work perfectly on 25-lbs. pressure with free flow from ½ in. Water Pipe.

No other Motor will do it.



The VELOX Machine

embodies the latest ideas and the "last word" in interior construction. In 25 years experience of Washing Machine building, we have never offered a machine so convenient, simple and perfect in its mechanical construction.



The MOTOR is Gearless, Direct Acting, Noiseless, Non-rusting, Self Oiling, Self Draining.

ALL BRASS
and has no cogs, racks, gears or cranks.

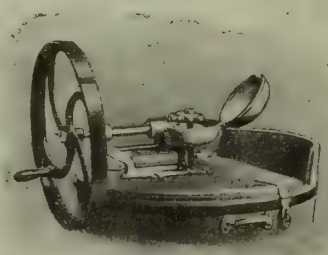
It's the Automatic Washer Par Excellence

Made Exclusively By

Agents: HARRY F. MOULDEN, Winnipeg
W. L. HALDIMAND & SON, Montreal

The Dowswell Mfg. Co., Ltd., HAMILTON CANADA

You'll be a WINNER for the Washing Machine Business If you handle CONNOR'S WINNER ROTARY WASHERS.





The dolly raises and lowers with each revolution. The roller bearings make it run smoothly and easily. It has the least number of parts and is not liable to get out of order.

Manufactured by

J. H. CONNOR & SON, Limited - Ottawa, Ontario

Write for our new catalogue. Gives full description of all the latest improvements in Washers and Wringers.

BANNER
TRADE MARK.

Why Not Increase Your Sales?

By carrying a full range of these attractive little lanterns.

But you'll have to display 'em for the boys to see.



"LITTLE BOBS" LANTERNS

are made in **TIN, ANTIQUE COPPER** and **BRASS.** Can also be had with assorted colored globes. The bottoms are double-seamed.

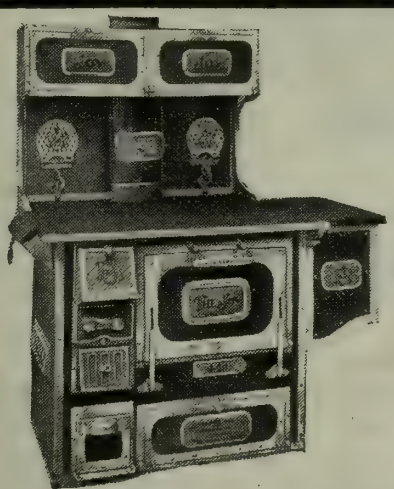
They could be sold as **15, 20** and **25** cent lines. Ask your Jobber.

MANUFACTURED BY

Ontario Lantern and Lamp Co., Limited

Hamilton, - Ontario

You Want to Sell More Stoves How Can You Do It?



By Handling Joy Malleable Range—The One That Sells

Why not make a special bid for Spring business? The **JOY MALLEABLE** comes in a variety of styles—In workmanship, material, convenience and economy, it stands alone—will not warp, crack or break. These sizes are ready for you—**No. 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.**

Stocks Promptly Shipped from Toronto, Winnipeg or Vancouver Warerooms

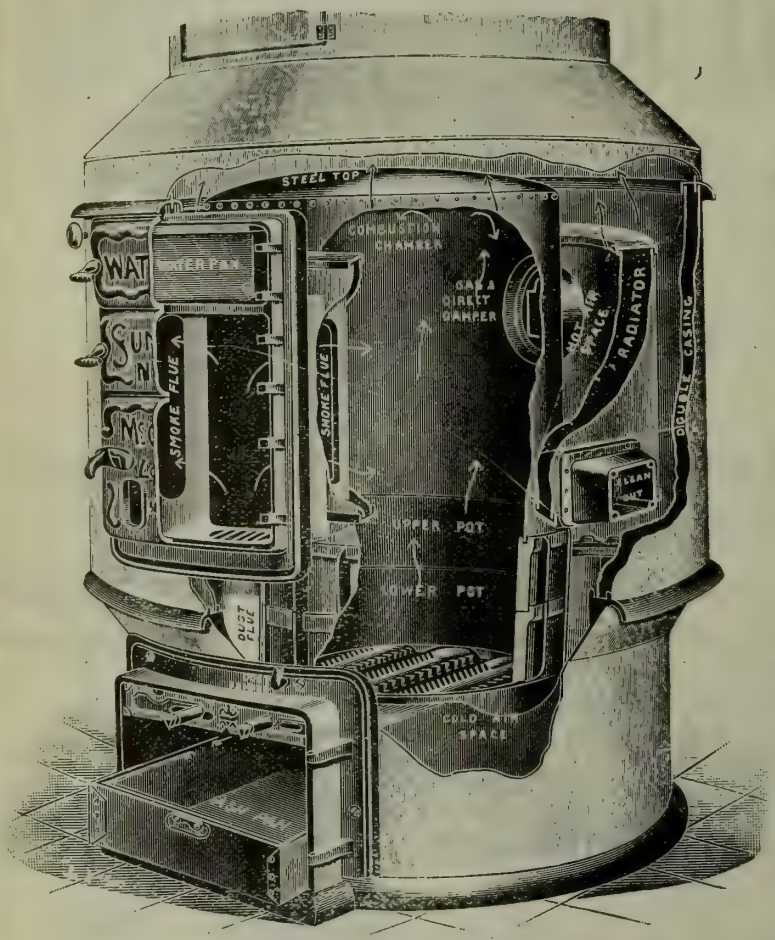
The CANADIAN HEATING & VENTILATING CO.

LIMITED

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.

Sunshine Furnace is Superior to Other Furnaces because of the Invulnerability of the Grates



Some furnaces go on to the market with a one-piece grate, other furnaces go it a little better by a two-piece grate, other furnaces go it RIGHT by a four-piece grate. Of this latterly distinctive class, Sunshine Furnace is the outstanding figure. In Sunshine Furnace you get what is called the Quadrangular Triangular Grate; that is, there are four distinct pieces, each having three distinct sides. In the single piece and two-piece grate no such like provision is made for expansion or contraction and a waste of coal always follows a dumping in the centre.

Nothing could conduce towards greater economy in coal consumption, and greater simplicity in furnace operation than Sunshine Grates. It is just the easiest thing imaginable to remove the grates from a Sunshine Furnace. On the left and right hand sides are cotter pins, which, when loosened, permit the grates to slide out. These four grates are made of heavy cast iron, and are finished up with bull dog teeth. They will grind up the toughest clinker, and because they are made in sections, not only can nothing but dust and ashes pass through, but after each shaking a different side can be presented to the fire. Also with these Sunshine Grates there are no back-breaking movements attached to the shaking. By gently rocking the lever first on the left and then on the right the ashes are released on both sides, and fall through into the pan. This ash pan in Sunshine Furnace is a distinct feature that does away with shoveling ashes, and along with perfect tightness of all the parts and a large dust pipe leading directly from ash pit to feed door, helps to see that dust goes into either one of the only two correct places—out the chimney or into the pan.

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John Hamilton Calgary

How to Make Sure of a Good Year's Business

IF YOU WANT
THE BEST
YOU'LL WANT
THE
GURNEY
OXFORD
LINE

¶ The dealer who is anxious to make things "GO" cannot but feel interested in our proposition.

¶ We outbid all competition this year, not only with high grade goods, but with our helpful interest in you.

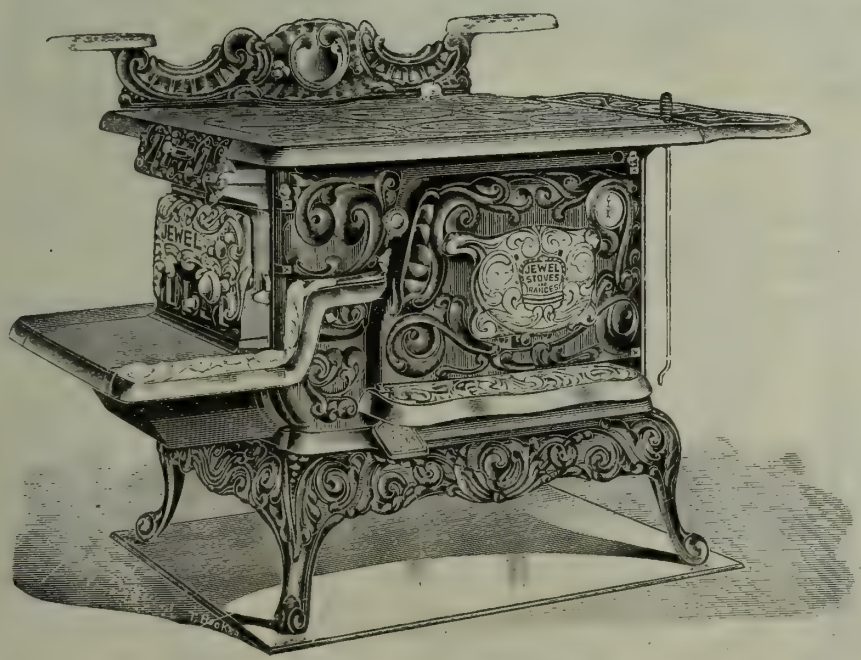
¶ If you have not heard about our plan — send us a postcard. We want everyone to share.

THE GURNEY OXFORD
LINE THIS YEAR
MEANS A VASTER
TRADE FOR YOU

BIG VARIETY
OF GOODS.
PRICES THAT
BRING RESULTS.
SATISFACTION
THAT'S
CERTAIN

The GURNEY FOUNDRY CO., Limited, TORONTO
HAMILTON MONTREAL WINNIPEG CALGARY EDMONTON VANCOUVER

"JEWEL" STOVES AND RANGES



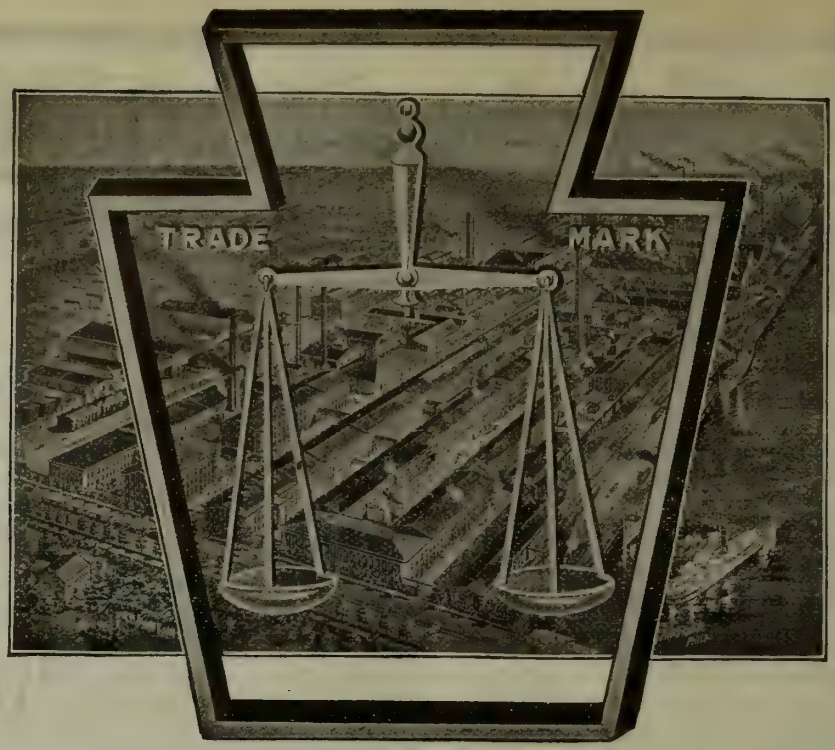
Sterling Jewel
Cast Range
with
Steel Ovens
Duplex Grates

Burns Hard or
Soft Coal or Wood

MR. STOVE DEALER: You will find the Sterling Jewel a Profit Booster and a sure Business "Getter."

THE BURROW, STEWART & MILNE CO., Ltd.
HAMILTON TORONTO MONTREAL WINNIPEG VANCOUVER

Disston Saws



The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built

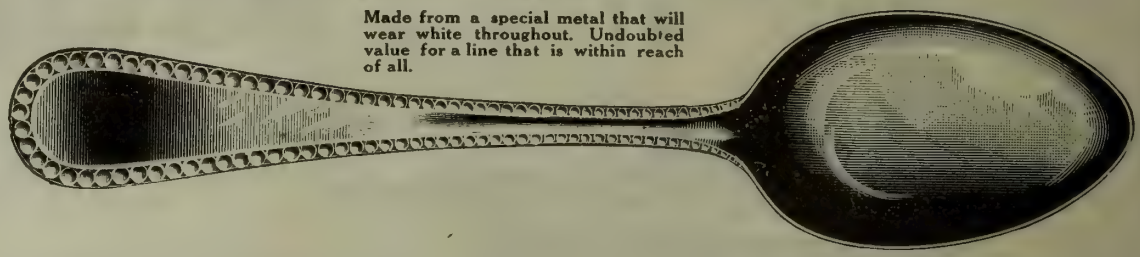
HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

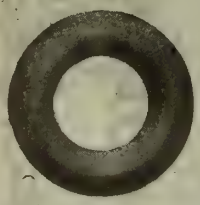
NICKEL SILVER BEADED PATTERN

Made from a special metal that will wear white throughout. Undoubted value for a line that is within reach of all.



The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



Stop the Leaks



The Standard Union now in use, can be re-washered and made as good as high priced ball faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

The JAMES ROBERTSON CO., Ltd., 144 William St., MONTREAL



The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

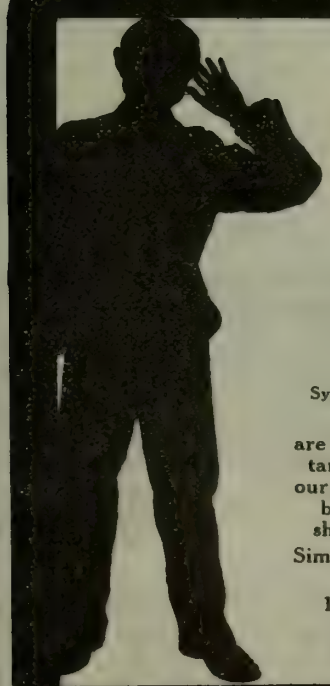
St. Catharines

Ontario

W&B
TRADE MARK

&
W B
CO
TRADE MARK

PLUMBERS' SUPPLIES



"Quality" Low-Tank Closets

"ELGIN"
Wash-down

"SIMPLEX"
Syphon-jet

"ASTORIA"
Syphon-jet, square back

are furnished with tanks containing our patent elevated ball cock with shut-off cock.

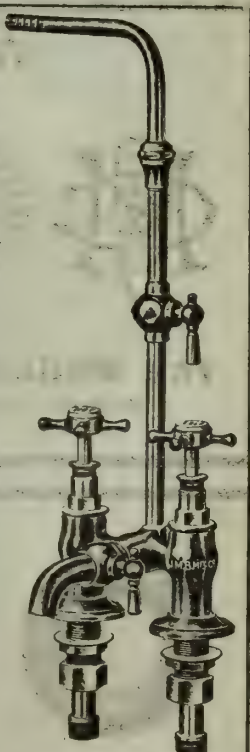
Simplest and most reliable.

10-oz. copper lining.



The "Elgin" Low-Down

We Make the Largest Variety of Plumbers' Brass Goods.



Cut illustrates our Combination Shampoo and Basin Cock with Improved J. M. T. Cushion Disc Separate Supply Cocks, for hot and cold water. Lever Shut-off Cocks for Basin and Shampoo.

We have other designs.

THE JAMES MORRISON BRASS MFG. CO. LIMITED

93-97 Adelaide St. W., TORONTO

SOMETHING NEW IN AMMUNITION

Dominion Improved and ***Proved*** Ammunition is the most rigidly tested and inspected ammunition in the world. Every cartridge or shot shell is as *Quick,* as *Powerful* and as *Clean* as if loaded especially for an International Match. There is no better ammunition, yet it costs less, because——

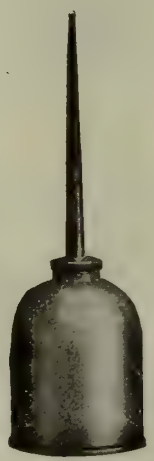
MADE IN CANADA

Don't lay in a stock of duty-paying ammunition, made under out-of-date methods and not guaranteed. Try a sample order of ***Dominion Improved*** and ***Proved,*** made for any size or make of gun and *Guaranteed Sure.*

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

KEMP'S OILERS



STEEL OILERS
Copper Plated

No.	875
Inches.	3 x 3¾
Per Gross	$22.65

Discounts
on
Application



SEAMLESS LITHO. OILERS
Special design, assorted colors. Bent or straight spouts.

No.	675	
Inches.	3 x 3½	
Lettered	"Kemp's Agricultural," any quantity, per gross	$16 50
"	Specially, 1 gross, per gross	19.85
"	½ " "	22.00

KEMP MANUFACTURING CO., TORONTO, CANADA

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

Hardware Convention at Vancouver

Eighth Annual Convention of the British Columbia Hardware Dealers' Association—Question Box Discussion Held for the First Time—New Officers Elected.

The eighth annual meeting of the British Columbia Hardware Dealers' Association held on the 10th and 11th inst., in the Board of Trade rooms, Vancouver, was well attended by the hardware merchants from Vancouver, New Westminster and surrounding districts, but although personal invitations were sent to all hardware merchants in British Columbia, very few responded. This is to be regretted, as the trade can accomplish much more when city and provincial merchants are united, the results



CHARLES SNELL, VANCOUVER.
Retiring Pesident of the B. C. Hardware Dealers' Association.

secured in legislation such as the "lien law," being mutually beneficial.

President Charles Snell, Vancouver, opened the meeting and after the minutes of the last meeting had been read and confirmed, Mr. Snell read his annual address, as follows:

PRESIDENT SNELL'S ADDRESS.

Gentlemen.—It is a great pleasure to meet you all in this the 8th annual convention of our association and although the past year has not been the brightest in our history from a business standpoint, we have very much to be thankful for in the pleasant relations toward each other, brought about by the good work of our association. There is no doubt if we had not held together we would have had a very much more unsatisfactory year and when we compare our lot with that of our fellow hardwaremen in any part of the world we will find we have made a much better showing, and have not a single failure to report among our members during the hard times, which is proof that business has not fallen off to any great extent and that the prices we receive for our goods enable us at least to make a living.

In speaking of prices I would like to impress upon you the great importance of making a good profit on your goods. This suggestion is intended more for our Vancouver members than for our Westminster friends, as their trade is not so much cut up and the hardwaremen of the Royal City have the reputation of getting all they can and then some. But in Vancouver we have more hardware stores to the population than probably any other city in America, and, although our great city is growing very rapidly, the trade has to be divided among so many that it is very important that we keep up our prices or we will not be able to meet our payments. As the city grows our expenses increase, rent becomes higher with the advance in valuation of property, the improvements carried on by the city will have to be paid for by higher taxes, the salaries of our employes increase every year and numerous other expenses creep in to eat up our profits. We must remember that no one house can hope to get all the trade and we will have to be contented with our share, but we should make it a point to get a good price for our portion.

I do not refer particularly to the prices governed by our association, but to hundreds of the small shelf goods that will often bring a much better price than is asked for, some of which have a very slow sale and are carried in stock for months at a time. It should also be remembered that every time a price is cut to get business some of your competitors are going to hear of it and they will not only meet the price, but will cut under it for spite, with the result that everyone will follow suit, and when once a price is down it is a hard matter to get it up again.

However, outside of the builders' hardware trade we have had very few complaints of price-cutting during the past year, but I would like to impress upon the members for the benefit of my successor to the honored position of president, that all complaints should be made to the secretary and not to the president, as the secretary receives a salary for that purpose and it is not fair to ask any business man to spend his time taking up such matters. I contend that the president of the association should be really a figurehead whose duties should be to preside at the meetings.

If any member has any complaint or suggestion he should make it a point to attend the monthly meetings of the association and take the matter up there. These meetings are always open to discussion and especially the annual meeting, when the policy of the year should be thoroughly outlined, and I hope that at some time during the two days of this meeting that each member will take part in the proceedings, whether he has a kick to register or not.

I also think the present salary our secretary and treasurer receives is entirely too small for which to expect him to spend much of his time and I am sure none of the members would object to increasing their donation as the adjusting of these differences and the holding together of the association will save them hundreds of dollars in a year.

Should Help the Secretary.

I am informed by the secretary that small as is the amount we are asked to contribute towards the expense of running the office, a number of the members have not paid their last year's subscriptions. This, gentlemen, is a very deplorable state of affairs, for if any one does not receive more than $10 a year benefit



W. C. STEARMAN, VANCOUVER.
Elected President of the B. C. Hardware Dealers' Association.

from this association and does not take enough interest in it to pay his dues, it is time he woke up. No doubt it is due to an oversight, or with the expectation that the secretary will call around again and collect it, but it is rather much for the sake of a mere pittance of $10 a year to ask the secretary to chase around from store to store several times to collect the amount. We should all take such an interest in our association that we would

be glad to remit our dues and help the good work along. You will probably think this address a series of grouches, but I am through with that and will endeavor to take up some of the brighter sides of our work.

Now, there is the nail question. Some of us think we have a great grievance in supporting our jobbers in keeping the market from being flooded with nails, but we are fortunate in being able to make a fair profit on nails, rather than having to sell them at cost, as so many dealers are compelled to do. No member should take advantage of other members by buying outside the sizes of nails manufactured in the local factory.

We will have a report on the lien law question from the committee appointed for that purpose, but I would like to say that although our committee did not achieve as much as they would have liked to, they put in a lot of good time on the matter and as president of the association, I would extend to the committee the sincere thanks of the members for the interest they took and the work they did in our behalf in trying to get a satisfactory measure passed in the Provincial Legislature. I would particularly mention H. H. Welch, in this work, as he was practically a disinterested party and not a member of our association but he worked just as conscientiously as though it were in his own work.

We will also have an interesting report from the committee on the credit system, and I am sure you will all agree that this is a very important question and one it will pay us to go into thoroughly.

The outlook for the coming year is much more promising than the last. We have a number of railroads buying suitable terminal locations; we expect to see the work of dredging False Creek and the Narrows taken up this year; the building of large elevators to handle the grain output of Alberta; hundreds of fine residences and modern office buildings under the course of construction using a better class of hardware, the milling and logging interests looking up and everything points to a good year for the hardware business.

I thank the members of the association and the retiring members of the executive for the kind assistance they have given me during the past year, and I trust you will all enjoy a prosperous year in 1909.

CHARLES SNELL.

SECRETARY'S REPORT.

Nine general meetings were held during the year, while over thirty special committee meetings were held, The average attendance, both at the regular, special and committee meetings increased over 100 per cent. over the previous year. This shows a good healthy interest taken by the members in the association's work and Secretary Butt predicted that next year's report will show even greater progress.

Committee on Credit System.

Mr. Anderson, of Anderson & Warwick, made a brief report regarding the "Credit System," and asked that a new committee be appointed, as the old committee had not been able to make as much progress as they would have liked.

Lien Law Committee.

Mr. Owens, of J. A. Flett, Ltd., then reported on behalf of the lien law committees, which has taken up the most important work of the year, holding many meetings and going to Victoria several times to interview the Government.

In this they received able support from W. H. Welch, of the British America Paint Co., Victoria, and Mr. Welch was tendered the thanks of the association for the assistance given.

The committee had also the assistance of Mr. Woodward, who drafted the proposed "Lien Law," from the suggestions of the committee, and in this connection we received the hearty co-operation of the Lumbermen's Association, the Sheet



WM. J. BUTT, VANCOUVER,

Re-elected Secretary-Treasurer of the B. C. Hardware Dealers' Association.

Metal Workers' Association, and the Electrical Association.

While the committee was not successful in getting the measure through the House, they were promised that at the next session the Government would bring in an entirely new act that would meet the approval of the hardware and supply men throughout the province.

Price Committee Appointed.

Upon motion made by Mr. Paine, seconded by Mr. Lusby, a permanent price committee was appointed, their duties being to follow the market prices and conditions and offer recommendations at regular or special meetings.

The second afternoon's proceedings were opened by an address by H. H. Welch, Vancouver, representative of the British-America Paint Co., which was so interesting that the delegates ordered it to be sent to Hardware and Metal for publication. It will appear in next week's issue.

ELECTION OF OFFICERS.

W. C. Stearman, of Hodgson, Stearman & Co., Vancouver, was elected president; H. T. Kirk, New Westminster, vice-president; Wm. J. Butt, Vancouver, secretary-treasurer, with the Executive Committee composed of H. Martin, Geo. Hunter Hardware Co., Vancouver; G. Blakely, T. J. Trapp & Co., New Westminster, and W. R. Owen, J. A. Flett Co., Vancouver.

The newly elected president then took the chair and a vote of thanks was tendered the retiring officers for the able way they had conducted the work during the past year.

QUESTION BOX DISCUSSION.

A new departure in this year's convention was the "Question Box," with H. Martin, of the Geo. Hunter Hardware Co., answering the questions.

The following questions were read and the answers given at the Thursday session.

Mail Order Competition.

If a list of tools, etc., covered by our retail prices, be shown could be bought from an eastern departmental store at a lower figure, should we meet their price?

Replies were made by Mr. Snell and Mr. Owens, who were both of the opinion that if the matter were gone into by the merchant he could readily show the purchaser where the prices he would pay in the east would cost him more after paying freight and cartage, etc., to bring it in than he could buy it from him and that there was very little of this done around Vancouver.

Stoves on Instalments.

Should we have a minimum first cash payment on all stoves, ranges, etc., sold on the instalment plan, say at a value of $35 and upwards?

This question was replied to by Messrs. Lusby and McKenzie, and in their opinion it was not advisable to sell stoves, ranges, etc., on monthly instalment plan as it is a well known fact that once a fire has been placed in a stove its sale value decreases 25 to 50 per cent., and that if sold at all on the instalment plan at least a 50 per cent. payment should be collected and the balance as soon as possible.

Margin on Shelf Goods.

What do the members of this association consider a fair margin on shelf goods?

Replies were made by H. Martin, F. W. Cunningham, Mr. Lewis and Mr. Paine, and in the opinion of each of these members the present margin on shelf goods was entirely too low as a number of the merchants neglected to take into consideration that it takes nearly 20 p.c. of the gross sales to run a retail store and while 40 p.c. on certain articles may seem to be a large profit, yet when it was remembered that these articles were all of small value and would amount to only a small proportion of the gross sales (made up

of heavy goods, etc., on which the margin is very close) would show a greatly reduced gross profit, and further that there can be no hard and fast rule for a standing per centage on any line of goods and that the merchant must learn from experience.

Saturday Half-Holiday.

Shall we take Saturday afternoons off?

Mr. Snell said that his firm would arrange to only keep the sporting goods department open on Saturday afternoons and would not have any one in the hardware department.

Hardwareman in Politics.

How does Alderman McTaggart like his new position?

Alderman McTaggart replied that he was quite satisfied with his new position as an alderman of the city of Vancouver.

Margin on Poultry Netting.

Does the present margin on poultry netting tend to decrease the use of this article?

After discussion by the Westminster members this question was referred to the price committee.

Percentage for Advertising.

What would be a reasonable monthly amount for a retail hardware store to expend on advertising and is $25 per $1,000 gross sales too much?

Mr. McKenzie, of Wood, Vallance & Leggatt, was of the opinion that this amount was not in excess provided results were obtained, but as there were so many avenues to advertise it was impossible for anyone to say just what amount should be expended for this purpose. As a matter of fact the merchant could as easily spend $1,000 as $25 in advertising purposes providing he got results and this seemed to be the opinion of the members.

Dealing With Price Cutters.

What is the best method of finding out what members, if any, are cutting prices, and what should be done when such is the case; also what can be done with merchants who do not belong to the association and who are cutting prices?

Lengthy replies were made by President Stearman, Mr. Owens, Mr. Smith, Mr. McBride and Mr. Nesbitt, and it seemed to be the general opinion that if the members met more often and got to know each other better there would be less contention regarding price cutting, etc.

Picnic in the Summer.

Would it be advisable for this association to hold a picnic this summer and would it promote a more social feeling between the members?

Consideration of this matter was left over until a future meeting.

Extension of Membership.

What can be done to get the country stores into the association?

Mr. Owens suggested that an effort be made to interest the country merchants in the association work through the aid of Hardware and Metal.

Promoting Better Feeling.

What can be done to promote more harmony amongst the members and promote the interests of the association?

This was replied to by Mr. Martin of the Geo. Hunter Hardware Co., whose remarks were well taken and were to the effect that business as carried on to-day is really a matter of personal honor, and that if the members would get together and discuss different business matters that came up among themselves and visit one another's place of business any feeling at present existing would be eliminated.

THE BANQUET.

The attendance at the banquet at the Hotel Metropole was the largest on record and a very enjoyable epening was spent. R. P. McLennan, of McLennan & McFeely, ably acted as toastmaster. Songs, speeches, stories, etc., were given and an exceedingly pleasant evening spent. Amongst those who were on the programme were Mr. McIntyre, Mr. Main, Mr. Welch, Mr. McKenzie, Mr. Anderson and Mr. Martin.

The committee in charge of the entertainment acknowledge the kindness of the Thos. Davidson Mfg. Co. for souvenirs, as well as Messrs. McLennan & McFeely, Wood, Vallance & Leggatt and Caverhill, Learmont & Co., who helped to make this convention one of the most successful ever held in British Columbia.

MacLEAN COMPANY'S NEW OFFICE IN MONTREAL

The Montreal offices of The MacLean Publishing Company, which for several years have been located at 232 McGill Street, have during the past week been removed to the handsome office structure erected by the Eastern Townships Bank. The new building is one of the finest in Montreal, standing ten storeys high. It occupies a commanding position at the corner of Victoria Square and St. James Street. It has been especially designed for commercial purposes and is one of the most costly and capacious in the Canadian metropolis. The edifice is of absolute fire proof construction and is built of granite and Ohio sand-stone. Some idea of its character and importance may be gauged from the fact that the Builder's Exchange of Montreal have taken the whole tenth floor where they will have a permanent exhibit of building materials.

The corridors throughout the building are finished with Mosaic floors and marble wainscotting. The offices are finished in mahogany and possess an abundance of light. From every quarter the out-look is delightful one and from the suite of apartments for business and editorial purposes, which have been leased for a term of years by The MacLean Publishing Company, a fine perspective of the harbor and the new piers is obtained, while from the front the beautiful green sward, splendid trees and stately monuments of Victoria Square are in full view.

Commodious Quarters.

The new offices of The MacLean Publishing Company have been specially fitted up for their convenience with every degree of comfort and facility for the transaction of business. The ceilings are high while there is an abundance of floor space for the members of the large staff, the business and editorial rooms being separate yet within easy reach of each other. There is a special elevator accommodation, three high speed traction elevators being installed. This is the only installation of its kind in Montreal, a feature of which is the rapidity and ease with which they can be operated. The cars can be reversed at top speed without any noticeable discomfort to the passengers.

Each floor of the magnificent new building has its own vaults. There are mail chutes, electric light, telephones, electric bells and other modern features on every floor which make the new premises of The MacLean Publishing Company, which are within a few yards of the late offices, ideal and central from every standpoint.

Other Firms There.

Some of the most influential and oldest established commercial, insurance and manufacturing firms in Canada have secured quarters in the new Eastern Townships Bank building. Among them may be mentioned, the North American Life Insurance Company, The Prudential Life Insurance Co., The Canadian Light & Power Co., The Montreal Cotton Co., The Mount Royal Spinning Co., The Clinton Fire Proofing Co., The Montreal Printers' Board of Trade, The Canadian Consolidated Rubber Co., Stinson-Raeb Builders' Supply Co., The Builders' Exchange, The United States Consul Offices, and many others.

In its removal to brighter and more modern premises the Montreal office of The MacLean Company is only keeping step with the constant development and expansion, which has been characteristic of the greatest publishing house in Canada since its inception.

The members of the large staff will be pleased to meet all their old friends in their new quarters or any visitors who may be in Montreal on business or pleasure. They will find a warm welcome at the MacLean offices in the new and handsome Eastern Townships Bank building.

THE TRAVELERS' HOTEL.

A fine room will make up for a whole lot of deficiencies in other departments of an hotel, but when, besides, a splendid room, one gets excellent service in every respect, then, that hotel is well worthy of patronage. Walter Walby's hotel, the Cecil, in Ottawa, is one of the most modern in Canada. The bedrooms are all most modern. The beds are equipped with Astoria box springs and Ostermoor mattresses, and each and every room has running water, while a large proportion of the rooms are provided with bath as well, and such a room may be had for the asking. The newly arranged dining-room is certainly one of the best in Canada, the food being substantial, well cooked, and offering a variety that does not get monotonous. As it stands to-day the hotel has cost a quarter of a million dollars. It is Mr. Walby's aim to make it the finest commercial hotel in Canada. The traveling salesmen who patronize him think he is succeeding.—Advt.

HARDWARE AND METAL

Established . . . 1884

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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VAULE OF A TRADE-MARK.

H. H. Stevens, of the Stevens-Hepner Co., Port Elgin, Ont., manufacturers of brooms and brushes, gave a striking example a few days ago of the value of trade-marking a line and then making this trade-mark stand for something to the trade.

Mr. Stevens recently sold a Canadian jobber a very large order of brooms. The jobber wished his own private brand on each of the various grades with the exception of the Klondike.

Why was this exception made?

The Klondike is a high-priced broom and the jobber realized he would only be able to get the price he would have to charge for this broom by convincing the trade it was the very highest quality. This work had already been done by the manufacturer who had advertised this brand in Hardware and Metal since it was first placed on the market and the jobber decided to take advantage of the favorable impression that had already been created for this line.

IRON BOUNTIES TO EXPIRE.

In his budget speech on Tuesday, Hon. W. S. Fielding made a significant allusion to the steel, iron and lead bounties. He said that the iron and steel bounties would expire next year, and the lead bounty in 1915, so that whatever might be said with regard to these bounties, the heaviest item would expire shortly, and there was hardly room for contention as their proper place in the accounts.

Interviewed on the question, T. J. Drummond, of Drummond, McCall & Co., Montreal, stated that he thought that if the bounties on iron and steel were abolished, a readjustment of the duty on iron and steel imports should be made to provide for home producers' adequate protection. The bounty on pig iron constituted a sort of protection of this product. If the bounty was removed it would be only fair to Canadian producers to raise the actual tariff on pig iron coming into Canada. Nothing definite could be said as to the interests concerned asking the Government for a continuance of the bounties.

CANADA'S IRON AND STEEL PRODUCTION.

Although the pig iron and steel returns for Canada for 1908 show a decrease over the figures for the previous year, it cannot be said, considering the restricted buying of the railroad and other large concerns, that the falling off was very remarkable. Last year was not a good year for iron and steel in any country. In the States there was a considerable reduction of output, lower prices, and a general slow consumption. It is evident from the fact that Canadian pig iron production was only 25,000 tons less than the previous year's total, that we did not feel the general setback so acutely as our neighbors, and in addition producers held the prices more firmly.

It is interesting to note that the tot output of finished steel for the second half of last year showed an increase of 43 tons over the first half, proving that buying improved towards the end of the year. Although many authorities claim that copper now reflects more accurately trading conditions, there is no doubt that the pig iron and steel returns are still the best barometer of the trading of the country.

According to unpublished returns gathered by Hardware and Metal from the six large producing corporations in Canada, the total production of pig iron in Canada for 1908 was 556 044 tons which compares very favorably, considering conditions, with the amount returned for 1907, which was 581,146, a decrease of about 25,000 tons. Of this total for last year, basic comprised 155,734 tons, foundry 170,388 and bessemer 155,734. Comparing the figures for the first and second half of the year the totals were 281,329 tons, against 274,715, a decrease for the latter term of 6,614 tons.

The returns from eight companies making steel showed an output of ingots, etc., of 558,763, compared with 706,982 in 1907, a decrease of 148,219. The total output of finished steel, comprising rails, bar steel, railroad spikes rods, plates, etc., was 538,842 tons. The first half of the year produced 247,803 tons, and the second half 291,039, an increase for the second term of 43,236 tons.

The total tonnage of rails amounted to 268,439 blooms to 153,541, finished rolled iron and steeel 45,411 and castings, 9,676 tons.

BRITISH COLUMBIA HARDWARE CONVENTION.

Readers of Hardware and Metal throughout Canada and in British Columbia particularly, are urged to read the report of the B. C. Hardware Dealers' Association convention elsewhere in this issue.

Although the membership is confined largely to two or three coast cities the association is doing work beneficial to the trade in all parts of the province. The lien law, for instance, which they have been promised by the Government, will be valuable alike to the dealer in the coast city, the Okanagan Valley or the Kootenay or Crow's Nest mining camp. And the elimination of price cutting in the large cities is also helpful to the trade throughout the province.

The president's address, with its tone of optimism and its statement that the trade is in such excellent shape as to be able to report "no failures," makes good reading, while the other work done by the association, coupled with the advantages of listening to the interesting "Question Box" discussion and fraternal fellowship with other hardware retailers, all help to make the convention a feature few who attend once will miss again except under unavoidable circumstances.

If British Columbia can have a successful retail hardware association surely Manitoba, Saskatchewan, Alberta and the Maritime Provinces ought to be able to make a success of a similar trade organization.

The fishing season, for most varieties, opens about the first of May. The progressive merchant will anticipate the demand by making early displays of fishing tackle.

Stepladders, slop pails, mops, etc., will be in demand soon for house cleaning. These articles should be where the customer will see them. The mere unspoken suggestion will make sales.

Make a window display of articles for putting the lawn in shape for spring. It will catch the eye of the householder and get the business.

PEDLAR AGENT MAKES CHARGES.

Editor Hardware and Metal:

During the past three months you have seen fit to condemn my principles for the policy they had pursued in marketing their product in this country. I have read every article that appeared in your journal, and was many times prompted to answer same, but my better judgment prevailed and I treated the articles with silence.

Fully appreciating the reasons that prompted you in criticizing any act of any manufacturer that was detrimental to the merchant whose mouthpiece you are supposed to be, I felt all along and do so yet, that you were prompted to criticize the Pedlar People only because they were not then using your paper as an advertising medium, whereas you were displaying the advertisement of three other firms in this country, whose sins I can prove were as great and as many as our own. I have been many years engaged in this business, a great many more than 90 per cent. of those who are now associated with it, and my memory is good, and I can fill every column of your journal for the next fifty weeks with specific cases, wherein other manufacturers have undersold the hardwaremen and the tinsmiths to the farmer direct, and they are doing so to-day. It is only last week that Messrs. Lacroix & Leger, of Montreal, and Lariviere Incorporated, also of this city, complained to me a certain manufacturer was selling his product to the residents and carpenters in their district at a cheaper price than they could buy at, asking me at the same time to reduce my price below cost to them, so that they could meet this unfair competition. Don't take my word for it; but send one of your young men to interview Messrs. Lacroix & Leger, Lariviere Incorporated, Francis Martineau, Maison Jean Paquette, or any other wholesale jobber in Montreal, and ask them the question, "Who has protected the trade in your city in the last ten years?"

W. E. RAMSAY.
Montreal Office, Pedlar People.

The writer of the above letter has asked Hardware and Metal to verify charges that other metal roofing manufacturers have sold to consumers at prices lower than quoted to the retail trade. This verification is being sought and Mr. Ramsay's letter is, in the meantime, being published. It might be said, however, that the only time the name of any manufacturer has been published in connection with charges of unfair methods of selling was when a subscriber supplied us with the copy of a letter written by a branch manager of a metal roofing concern, the letter stating that his traveler should keep away from hardwaremen and tinsmiths.

Mr. Ramsay does not stop at charging other manufacturers with treating the trade unfairly, but also charges Hardware and Metal with criticizing his company because they were not advertising in our pages. If Mr. Ramsay will take the trouble to turn up page 43 of Hardware and Metal, March 27, the issue the Pedlar People placed a two-page announcement in our advertising pages, he will find that Hardware and Metal reiterated its former criticism of roofing manufacturers who endeavor to cater to the hardware trade while also seeking custom at the same prices from consumers.

It is a long time since Hardware and Metal has been charged with being the representative of special interests in the manufacturing or jobbing branches of the trade, and Mr. Ramsay, if he looks upon Hardware and Metal as a blackmailing newspaper, is not likely to find many who agree with him.

The strength of this paper is in its position as a representative of every branch of the hardware industry, manufacturing, wholesaling and retailing. Recognizing that the retail branch is the backbone of the trade, and upon their success or failure rests the prosperity or depression of the other branches, Hardware and Metal has not hesitated to criticize, or give space in its columns for subscribers to criticize, any tendency in the trade to weaken the resources and influence of the retailers.

This metal roofing controversy is a case in point. One manufacturer had apparently deserted the retailer to seek the trade of the consumers, and conditions were rapidly developing to a point where other manufacturers would have to follow the example, the result being to take away from the retailer a profitable branch of his trade. Hardware and Metal criticized (1) the manufacturer who was openly seeking trade from the consumer at cut prices, and (2) the retailers who were neglecting their opportunities to develop sales for metal goods, helpful suggestions being given as to means of securing additional trade. In its endeavor to hold the metal roofing business in the hands of hardwaremen and tinsmiths Hardware and Metal considers that it was acting in the best interests of the manufacturers, as well as the retailers.

If the firms Mr. Ramsay names can make good his charge that other manufacturers are selling to consumers at wholesale prices, giving specific instances, of course, Hardware and Metal will freely give space to statements from the firms concerned as well as to communications on the subject from any member of the trade.

DEPARTMENT STORE SCHOOL BOOKS.

In giving a practical monopoly of the school book business of the Province of Ontario to the T. Eaton Company of Toronto, the Whitney Government have dealt a smashing blow at the retail trade of the province.

The department store octopus, having secured the contract for publishing the new Ontario readers at a ridiculously low price, will now proceed to corner the distribution of the books. The contract entered into with the government calls for the sale of the books to any one at twenty per cent. discount.

Retailers are on precisely the same footing as the public and it is easy to see that the public will buy where it can get the books cheapest.

The government boast that they have broken up the school book ring. They have practically created a worse monopoly than ever, ignoring the just claims of the retailers and depriving thousands of merchants throughout the province of a legitimate source of income.

When the government ranges itself on the side of department stores and mail-order houses and openly attacks the retail merchants, it is time something was doing.

Every book that goes out will bear the name of the T. Eaton Co. By charging a portion of the cost of printing to the advertising account it is no wonder that such a company could do the work cheaply. This, however, does not aid the general merchants all over the province of Ontario.

SPRING ROLLERS FOR AWNINGS.

The spring rollers for awnings now being installed for several customers by Wm. Bartlett & Son, Toronto, are something of a novelty in Canada. They are built of thick tin tubing on the principle of the window shade roller, having a powerful steel wire spring in one end. As with the window shade roller, they are set up on two brackets—one a slot and the other a ring. The slotted bracket has a cotter pin to prevent the roller jerking out. The chief advantage of these spring rollers appears to be the ease with which the awning may be raised and lowered. With a very minor expenditure of effort they may be lowered in the same way as a window blind. In raising them a slight pull downwards starts them going up of their own accord. They are very nicely counterbalanced by adjusting the spring when the awning is put up. To prevent the wind lifting them a simple ratchet attachment is fixed to the wall which effectually prevents accidental raising. It is claimed that whereas with ordinary awnings rollers more or less effort is used in raising the awning, with the spring roller whatever little effort is required is expended when lowering the awning.

Lawn mowers will soon be the style again. It will not be long before spring flowers and the green grass will begin to spring up.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Firm.
Spelter—Unchanged.
Shellac—Lower quotations.

Toronto.

Middlesborough Pig Iron—Down $1
Pig Lead—Decline of 15c.
Bright Wire Screw Hooks—Greater discount.
Gate Hooks and Eyes—Now 60 and 20
Spring Hinges—Some lines lower.
Awls—Some makes 10c lower.
Cow Bells—Drop on some lines.
Shellac—Lower prices.

THE METAL SITUATION.

There has been very little change in the primary markets. Consumption has been apathetic, except in the case of spelter, and large users are still holding off with a great amount of patience. Tin has fluctuated but little in price in London, and considering the absence of speculation has shown surprising firmness. New York has shown a livelier interest in the metal. Copper has been weaker again. The New York market has been dull and easy, a condition not improved by lower figures in London. It is estimated that exports from New York for the first half of the month were 14,500 tons, which is better than any previous month this year. This should help things considerably, especially if the rate is improved as time goes on. It will clear off some of the heavy stocks. Spelter continues to advance both in London and St. Louis. Consumption is good, and stocks none too heavy. Lead has shown signs of sagging again. Irons and steel conditions are much brighter in the Old Country. Exportation has improved as well as the home consumption. Cleveland warrants are quoted at 47 shillings and ninepence. Scotch brands have advanced 2 shillings a ton. While pig iron in the States is dull, there is a decided improvement in finished steel orders, and the prospects are that April will show a big increase on March, making the former the best month of the year. Prices are far from being uniform, but they are being held better than at any other time since the open market.

MONTREAL.

April 23.—There has been a decided improvement in trade this week. The falling off noticed round Easter has more than been made up, and the month promises to be a good one in the aggregate. In the circumstances the tone of the markets is naturally strong. There are no changes in prices, although with any help from the primary markets, tin and spelter would probably be advanced. First hands are somewhat quiet, and will be until the heavy spring shipments come in. Jobbers are not yet through with the metal they ordered some time back, but with the improved demand the remaining stocks will not last long. Consumers are still disinclined to cover future requirements. All metal ordered is being used at once, and this puts the markets in the best possible condition, presuming the foreign metal situation recovers itself strongly. Inquiries are better, and it is evident that consumers are keeping in close touch with conditions. They have this much confidence in the markets that they are suspicious of being squeezed on rising quotations.

Tin and spelter sold well during the week. Copper has not been so good. This metal at present is about the weakest of all, brought about largely by the sagging in New York. Lead is in good demand, but the English market is falling and that may slacken things off a little. Imported pig is quiet, and will be so until the heavy consignments arrive at the Port. The Canadian furnaces in the open market are firming their prices, and doing fair business.

PIG IRON—The lull before the arrival of the heavy shipments is now being experienced, and little imported pig is moving. The consignments on their way from Glasgow and Middlesboro are considerably heavier than they were at the opening of the season last year. Scotch brands are now up 2 shillings in the Old Country, so that these grades of pig iron will be advanced in price to those who have not already contracted. The withdrawing of the Eastern Canadian furnaces from the pig iron market, has improved the situation for the rest of the plants, and the market is much firmer. We quote imported pig, Clarence $16.75 to $17 ; Middlesboro No. 3, $16.50 to $16.75 ; Summerlee No. 1, $18.75 to $19 ; No. 2, $18.25 to $18.50.

TIN—Tin has been in much better demand. Orders have shown a tendency to improve in bulk, and the result is that the market is firm. Prices are unchanged at 32½c. for jobbing lots. The firm tone to the English market, and the absence of speculation, has given a much brighter aspect to the situation. The demand from Quebec Province shows distinct improvement, while West there has been good business moving. Consumers keep in close touch with the market, and plenty of business is ready to break in.

COPPER—Trade, although not so good as in tin or spelter, is improving and a stronger tone in New York would strengthen the situation considerably here. Prices are unchanged from the jobbing quotation of 14c. although the shading on large lots still continues. Orders are on the light side, but swinging in freely. Inquiries are good, and the market is being watched carefully. A stronger tone in New York would help to bring in a lot of business. The McDonald copper mine in Weedon Townships, Wolfe county, has been purchased by the Eastern Canada Smelting Co., who propose to erect a smelter and vigorously prosecute the development of copper production. It is not so much the prosecution of production, however, as the stimulation of consumption that is desired at present.

SPELTER—Spelter is firm at its increased price of $5.75. The advance has not checked consumption, and very good business has been done during the week. In fact spelter has been practically the best seller. The developing uses of the metal are opening up a fine consumption field. Again the firm character of the London and St. Louis markets gives a strength to the metal that is not lost sight of by consumers. Supplies are on the light side, and the whole situation is a strong one.

LEAD—Lead is unchanged, and we still quote jobbing lots for imported pig at $3.75 with Trail at $3.65. The demand continues to improve, but the sagging in the English markets prevents the home market from having the firmness that would otherwise obtain.

TORONTO.

April 23.—Trading is not at present showing the improvement it did some few weeks ago, though it is not unsatisfactory on that account. More buyers are in the field, but they are taking small quantities and buying from hand-to-mouth for work actually in hand.

Pig iron is easier, English pigs showing a decline in price owing to the opening of navigation in the St. Lawrence and the consequent lowering of freight rates. The advance noted in lead a week ago has gone off, and lead is back to the position it occupied during the first three months of the year. All the other lines show unchanged prices.

Brass tubing is easier; in some cases as much as 4c per pound. Copper bars and sheets, too, show a decline of about a cent a pound.

Some of the larger iron-working concerns of the province show improved business, but the newer and smaller works continue to be conservative and overly cautious. Stocks are in consequence accumulating, though not rapidly, as dealers have learned the lesson taught during the past year.

PIG IRON—The lower prices across the border have induced easier prices here. Although the quotations in the U.S. and those ruling here have not actually changed, local buyers could not be induced to take large quantities of pig as they could not be persuaded that the cut prices across the border would not affect the markets in Canada. Then Middlesboro pigs have dropped $1 a ton, because of the shorter rail haul and consequent cheaper freight rate, following the opening of navigation in the St. Lawrence. Canadian foundry is yet $18.50; No. 3 Middlesboro $20, and Cleveland $22.

LEAD—After going up to $3.90 a week ago, due to the activity of the market, lead has dropped back again to the rate prevailing for many weeks past. $3.75 is again the local quotation, and trading is fair. Bar lead has advanced ¼c per pound.

COPPER—The red metal is firm and active, and if it were possible for an advance to take place it would come right now as demand is good. Production is so far in advance of requirements however, that higher prices are not likely to take place for some little time. The local quotation is still 14c, which is a tempting figure, compared with the 23c prevailing some 17 months ago.

TIN—Unchanged in condition and still holding the 33c market quotation of a week ago, tin continues to be fairly active.

SPELTER—This metal has again become active and the price while remaining at the figures of the past two months, shows a firmer tendency. Consumers are none too well provided with metal and there is a very noticeable revival.

SHEETS AND PLATES—Good business is passing this week. Imports are expected in a couple of weeks' time when shipping can conveniently get up the St. Lawrence. No changes are anticipated in the selling prices of these lines for next season. There is not the same fluctuation in sheets or plates among the Canadian trade, that there is in other metals, because of the few and large importations early in the year.

OLD MATERIALS—Scrap zinc is the only metal showing a change, and that is a little firmer. Stocks are fairly large. Demands are frequent enough, but the orders call for small lots. Dealers are paying for heavy copper and wire, 11c; light copper bottoms, 10c; heavy red brass 9¾c; heavy yellow brass 8¼c; light brass, 6¾c; tea lead, 2½c; heavy lead, 3c; scrap zinc has gone up from 3⅛c to 3¼c and 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¼c to 7½c.

HARDWARE MARKETS

MONTREAL.

April 23—There is no mistaking the fact that the spring demand has come in strongly. Every day sees an improvement in the orders, and jobbers are hard pressed to get the goods out. Shipping however is being rushed as it is recognized that dealers, owing to their shortness of stocks, are in pressing need of fresh supplies. Heavy lines are moving better, but it is in shelf hardware that the greatest improvement has been shown. It is true that orders are still on the light side, but they make up for this in numbers. The essentially spring goods are in best demand, but as orders are of a very assorted character, all kinds of hardware are generally moving. Travelers, with the improvement in the roads, are getting about much better, and in consequence are booking more business. Quebec, as a whole, is improving but it is the northwest which relatively shows the greatest advance in buying. The maritime provinces are showing a steady demand.

House cleaning lines, gardening tools, especially hose and lawn mowers, and builders' hardware are moving splendidly, and the season for these goods promises to be a heavy one. Harvest tools are slow, while miners supplies have dropped off in the rate of movement, although a fair amount of trade is being done. Booking ahead is quiet, and dealers are still content to order cautiously, and at the last moment.

The markets generally are firm and unchanged. American prices on bright wire goods have advanced 10 per cent. and this will probably influence the Canadian market. At present no changes are announced.

SPRING LINES—The unmistakable spring rush has caused a steady drain on house cleaning utensils and gardening tools. Lawn mowers and hose are especially prominent, but all lines are moving, and even now there is a scarcity commencing to be felt by jobbers in some articles. Screen doors and hinges, green wire cloth, and poultry netting are also good movers. Ice cream freezers, refrigerators, and water filters are showing stimulation. We continue to quote: Screen doors, stained, $7.80; grained, $8.10; screen hinges, $9 a gross; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

HARVEST TOOLS—Bookings continue on the quiet side, and it is evident that the demand in this, as in other lines will not be heavy until the consuming call is close at hand. We continue to quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

WIRE—The rush movement in these lines continues, and there seems to be a feverish anxiety on the part of dealers to get their new stock. We continue to quote: Barb wire, car lots and mixed, $2.65; small lots, $2.70; plain, twist, car lots, $2.95; small, $3; plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65, straight and mixed car lots, and $2.75 small lots.

BRIGHT WIRE GOODS—There is a strong movement showing in all lines. American prices have advanced 10 per cent., but the local market has not yet been affected. We quote: Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes, screw eyes, and square hooks, 60 per cent. Wire hat and coat hooks, 40c a gross.

TORONTO.

April 23.—"The hardware business is in first-class shape this week," said a prominent local jobber in discussing the trade situation. "It is improving right along, and while we could look after further and larger orders, we are fairly well satisfied with the trade that is passing."

Judging from the present number of orders calling for rakes, hoes, spades, etc., this should be called "garden tool week." The quantity of the heavier lines of agricultural implements going out has decreased somewhat, but the devotees of the little garden plot must be increasing rapidly, judging from the immense number of lighter tools going out to various portions of the province.

Prices are much the same as in the past. If anything, there is, on the whole, a firmer tone abroad, and while some odd lines show a decline, jobbers rather look for a general advance, than a slowing down. No important change is expected within the near future. The lines which show a lower price are bright wire screw hooks, gate hooks and eyes, helical spring hinges and an odd line of cow bells. Hickory neck-yokes, too, are at an easier figure. Scratcher awls show an advance.

SPRING LINES—Garden tools have the immediate call, immense quantities of rakes, spades, hoes, shovels and the smaller tools for garden beds being shipped this week. Fences of all kinds are asked for, especially wire and barb fencing. Poultry netting, too, is in splendid demand, and green wire cloth figures in every city and town order. Summer goods for lawn and house are being inquired about. A large number of screens for doors and windows have been booked for delivery later ion and a trade in summer lines fully equal to what is passing in spring goods is anticipated. Hickory neck yokes are slightly easier in price and Navajo cow-bells show a decline for No. 13 size from $1.95 to $1.25 a dozen. These are the only changes in seasonable goods this week.

HEAVY GOODS—Nails are going out still, though hardly so freely as last week. Stocks, however, are very low in the jobbers' hands. The season is yet early and the present year's indications are that the demand for nails will be equal to any previous year. Bar iron, rivets, bolts, nuts and other heavy lines are active, but screws are perhaps the best sellers just now in this class of hardware.

BUILDERS' HARDWARE—This past week has been a splendid one for builders' hardware goods. Building paper is particularly active. Cortland's helical spring hinges for screen doors have declined within the past few days. All sizes between 3-in. and 6-in. being affected. 3-in. has dropped from $10.80 to $9.75 a dozen; 3½-in. from $12.60 to $11; 4-in. from $15 to $13.45; 4½-in. from $18 to $14.90; 5-in. from $25.20 to $22.25. Bright wire screw hooks and gate hooks and eyes which were 60 per cent., are now 60 and 20 per cent. Builders' tools are fairly free in movement. One size (No. 2) handled scratch awls have advanced from 45c a dozen to 55c.

Trade News From Atlantic to Pacific

Quebec and Maritime

Winter Exports From St. John Show an Increase—Contracts Let for Many New Buildings.

ST. JOHN.

April 21.—A glance at statements published here last week shows that St. John's export trade is increasing very materially. Up to Saturday last, the exports to Great Britain and South Africa in the winter steamers amounted to $21,118,510 which is an increase of $526,114 over the same number of steamers a year ago. Indications point to 1908-09 being the banner season and the total value is expected to reach the $25,000,000 mark.

The export of lumber to the United States for the quarter ending March 31, 1909, is the largest in the port's history. The value of the product of American logs in that period is given as $224,881.99 as compared with $42,539.32 for the corresponding period in 1908. The total value of exports to the United States for the March quarter 1909 was $858,716.39 as compared with $280,700.21 in 1908, a gain for this year of $578,016.18. The exports of lumber to transatlantic ports for the first quarter this year show a falling off of 7,500,000 feet in deal shipments while there is a slight increase in the birch timber trade.

With the advent of milder weather building operations have opened up in earnest. Tenders are being called for by the provincial public works department for repairs to be made to the Provincial Hospital, Lancaster, St. John county. Plans have been prepared by H. H. Matt, architect.

The contract for the extention to be built to the Royal Hotel has been awarded to B. Mooney & Sons. The sub-contractors are :—carpenter work, J. Drury & Son ; painting, J. J. Johnston ; sheet metal work, J. E. Wilson Co., cast and wrought iron, James Flemming & Sons. The work includes a four-storey brick building on Germain to replace the old wooden building and a new storey on the Kaye building adjoining. The new addition will give the Royal thirty or more rooms, a number of which will have baths.

James H. Hogue has secured the contract for the extension to the Emerson & Fisher building, Germain Street. The extension will be in the rear of the building and will be thirty-eight feet long by eighteen feet wide, with offices upstairs and wareroom below.

Tenders for the construction of the wharf for the Francis Kerr Co., have closed, but the contract has not yet been awarded. The wharf will be 100 x 140 feet.

The Bank of New Brunswick has let the contract for its new building at North Head, Grand Manan, to A. E. Hamilton, of St. John. The building will be of wood, 35 x 30 feet.

The contract for the Elmira Branch Railway has been let to Whitehead Bros., Grand Falls, N.B., and work will be started very shortly.

The Maritime Oil Fields Co., is boring for oil at Leger's Corner and another well is projected about twelve miles east of Moncton, between Dover and Memramcook.

Merchants and manufacturers in the south end of the city are petitioning the I.C.R. authorities to establish a building office on their railway line near the Ballast wharf, to facilitate the handling of shipments in less than carload lots.

W. E. H.

HALIFAX.

April 19.—With the price list steady and the travelers sending in good orders the hardware business is in a most satisfactory condition. Collections are also very good, and on the whole the outlook is most favorable. Coasting vessels are now coming in in large numbers and trade with the outports is opening up well. The fishing vessels are also buying supplies, rope, hooks, trawls and such lines being in fairly good demand. The various industries are all working full time and the prospects for building operations are excellent.

The Dominion Iron and Steel Company's plant made a record output for the month in two of the most important items of production, namely, blooms and billets, and also in the matter of shipments, leaving far behind all previous figures, the total shipments being 30,000. All the departments of the big plant are working smoothly and the management look forward to still better records in the near future.

The mechanical staff of the Dominion Coal Company are busily engaged in the work of putting No. 12 colliery in a condition for an active summer's work. Practically all the heavy machinery has been assembled at the new colliery and is being placed in position at the various buildings. The work on the new bankhead is going ahead satisfactorily, and will soon be completed. Halifax men are largely interested in a syndicate of Toronto capitalists who have purchased large areas of pulp lands in Newfoundland. It is understood that in the near future the syndicate proposes to establish large pulp and paper mills.

Thomas A. McKay and Darwin Higginson, of Pictou, have formed a partnership and opened a hardware store.

Among the cargo landed here by the steamer Lake Michigan on Saturday was 2,400 boxes of glass from Antwerp.

The city Board of Works have just awarded to H. H. Fuller & Co., the contract for supplying the city with hardware for the present civic year. The contract calls for various supplies and totals annually from $4,000 to $6,000.

The following are the names of the master plumbers attached to the bill now before the Legislature: G. A. Wooten, George Perrin, W. S. Craig, John O'Toole, Richard Kinsman, James Farquhar, all of Halifax; Frank Dexter, of Truro, and John Ritchie, of Dartmouth. A clause in the bill states that the association shall have the right to purchase real estate to the value of $10,000 and to have such other powers as are usually held by such incorpoated associations.

Charles L. Jobb, representing the Consolidated Iron Co., of Canada (formerly the Canadian Iron and Foundry Co.) was in Sydney on business recently. This company manufacturers ingot molds for the Dominion Iron & Steel Co.

J. C. Turner, representing the A. R. Williams Machinery Co., of Toronto, was a visitor to Sydney last week.

The Nova Scotia Board of Fire Underwriters intend to bring an expert here from the United States to lecture. with illustrations, on the instalation and maintenance of electric light wiring, and the different systems. The idea is to get business men together and point out to them different defects in wiring systems and to give an insight as to how one may satisfy himself as to the non-defectiveness of wiring. There will be a series of four lectures.

J. H.

Ontario Trade News

Chatham Merchants Considering a Plan for Co-operation in Collecting Accounts—Peterboro City Council Gives Local Merchants a Chance to Tender on Supplies—Building Active and Trade Reported Very Good.

OTTAWA.

April 20.—The remarkable activity in building operations is being more and more evidenced every day and last week more than a score of permits were issued. For the month of March this year the number of permits issued aggregate $144,174, as compared with $69,775 last year, a decided increase.

With this residential building, new stores are rapidly being erected and opened up in the new sections of the city. In Hintonburgh a new hardware store is being opened by D. Gosselin, on the corner of Wellington and Garland Sts. It is a bright store and is to be fully equipped so as to competently cater to the trade. Associated with Mr. Gosselin are J. Brisbane, formerly with Purvis Bros. in Sudbury, and Harold des Rivieres, who was last year with W. Graham and latterly with Butterworth & Co.

The local hardware association at its next meeting on the first Tuesday in May will have some impotant business to transact. Keen interest is being maintained in the euchre competition, but it is hoped all of the members will endeavor to be present at the remaining sessions before the summer recess, so as to not only increase the enjoyment of the contest, but to aid in the discussions launched at the meetings, and assist in the promotion of good business methods. One night a month spent in the interests of their calling and with a view of strengthening the fraternal ties should be profitable and enjoyable.

Council has decided on the erection of a new steel and concrete combined grand stand, sub-police station and fire station for the Exhibition grounds, at an estimated cost of $85,000. It is the intention to rush the work so as to have it completed in time for this year's fair, and in this connection are calling for tenders up to May 3. Tenders are also being asked for a 25-h.p. steam boiler, locomotive type.

A campaign of advertising is being planned by the Ottawa Paint Works, in the towns of the Ottawa valley, and local hardware dealers should take advantage of such publicity to increase their own trade.

The Canadian Gazette announces the incorporation of the Horwood Glass Mfg. Co., Limited, with a capital stock of $20,000. Head offices to be in Ottawa.

Charles Watt has secured the local agency for the McClary refrigerator, manufactured in Kendalville, Ind.

Lewis Acheson, who has been connected with the Ottawa Hardware Co. for ten years, is leaving to accept a position in Kenora. Last evening he was presented with an engraved gold locket by the young people of Stewarton church, and by the choir with an umbrella.

G. E. M. H.

KINGSTON.

April 20.—Merchants report the spring business rather quiet, although there has been quite a sale of dairy utensils. This week there was a demand for gardening tools and builders' supplies. The merchants say that they will be busier in a couple of weeks.

The sporting goods men are very busy, placing their stock in a prominent place, and dressing windows. Nearly all the amateur baseball leagues, and there are a great many of them, have organized and are busy looking after bats, balls, gloves, etc.

It would appear as if Kingston is about to experience a building boom, as the returns at the city engineer's office show that already sixty-five permits have been issued for buildings, and fifty permits have also been issued for plumbing alterations.

Ald. Carson stated to-day that he would erect a block of six cement houses on the corner of Queen and Clergy Streets. The block will be two storeys high.

Lemmon Bros. will establish a knitting mill on Earl Street.

The big bell for the new city hall dome is expected to reach here in a week or so. The fact that a Baltimore foundry company secured the contract for the bell caused a great deal of comment. The bidding for the contract was between English, Canadian and American firms, but as the American firm was the lowest among eight other bidders, they received the contract.

E. G. B.

PETERBORO.

April 20.—The Peterboro city council is inclined to be thoughtful of its merchants, and particularly the hardwaremen. A supply of sewer pipe was to be secured and while it was at first suggested to buy it direct from a Toronto firm, it was decided to give the hardwaremen a chance to obtain the contract, which was enlarged to include the supply of sewer pipe for all the work that is to be done this summer. One firm will get it, or the supplying will be equally divided.

F. R. J. MacPherson, R. MacGregor and Mr. Miller waited on the fire, water and light committee of the city council last week with regard to a petition for the licensing of electricians. They ask that a by-law be passed providing that all persons doing wiring and fitting for the purpose of providing the city with light and heat be compelled to secure from the city a license to do such work for which they shall pay fee of $25, and that each contractor shall be compelled to attach to the job or the contract a label bearing his license number and name, and such contract shall be open to the inspection of the board of fire underwriters and any person doing work without the above license shall be liable to a fine or imprisonment. This is as much to protect the public as it is to keep only properly qualified men doing the work. The men mentioned are plumbers as well as electricians and are among the foremost in the city.

H. T.

HAMILTON.

April 20.—An important deal was put through a few days ago whereby Walter Woods & Company took over the building of the Skedden Brush Co. The latter building is a new one and is of good size. It will be devoted to the broom-making industry.

The "Boom Hamilton" organization is settling down to work in real earnest and promises to bring good results for the business interests of the city. The society has been prefected and committees have been appointed on membership, publicity, transportation, convention, finance, civic improvement and legislation.

W. B. Champ, secretary of the Hamilton Bridge Works Company, and president of the Board of Trade, was married on Saturday last to Miss Jessie Coates, youngest daughter of Mr. and Mrs. John Coates, of Ottawa. The directors of the Hamilton Bridge Company entertained him at a dinner at the Hamilton Club last week and presented him with a solid silver tray.

The merchants here have taken a step which it will behoove their brethren in other cities to benefit by. They have been instrumental in preventing the opening of any more moving picture shows on the principal streets. The city did not have the right to compel those already doing business to close up, but owing to the agitation of the merchants they put the plug in so that no new ones can start up. These shows are a great eye-sore and detract very much from the beauty of a location. They also interfere with trade as people do not wish to stop to look in show windows adjacent to them.

Bowles Bros., Toronto, will open a five, ten and fifteen-cent store on the market square.

Havers Bros., tinware and hardware, have opened up their new store on Macnab Street, in the market square, with a full line of up-to-date goods. The site is one of the best in the city for such purposes as it is within convenient reach of all the farmers who come to the central market.

D. L.

LONDON.

April 20.—Retail hardware trade continues to pick up locally, and there is every reason to believe it will still further improve as the season advances. Owing to bad roads business in the country towns was not any too good last week. However, with a few days of settled fine weather things will brighten up considerably.

The employes of the McClary Manufacturing Company gave two ministrel performances in Bennett's theatre last week.

The farewell banquet tendered on Saturday night to R. S. Wilson, who for the past eight years has been buyer for the McClary Manufacturing Company, on the occasion of his severing his connection with that concern to engage in business in Vancouver, was enjoyed by all present. Mr. Wilson left this week to take up his new work, being accompanied on the trip by Col. Gartshore, who goes west on business.

F. T. Y.

WOODSTOCK.

April 20.—W. J. Taylor, contractor, Woodstock, has been awarded the contract for the new post office at Welland.

The Russell Harvesting Machine Co. have issued a prospectus, the capital being quoted at $200,000. The proposed site is Woodstock and the charter calls for the manufacture of a new invention for shocking sheaves as they leave the binder.

Work has been commenced on the new factory of the Oxford Knitting Co., Woodstock.

The Watt Hose Coupler Co., Woodstock, have issued their prospectus. The coupler is a new invention and hose can be coupled instantly. It will mean a great saving of time to all fire departments throughout the United States and Canada.

The James Stewart Co., Woodstock, have started to manufacture several

new styles of ranges and heaters. They report business picking up in the west.

Fred W. Karn, Woodstock, has just issued his annual catalogue, and the distribution has taken place. Mr. Karn places these with all builders' and farmers throughout the county and claims it is a great help in business. This should be a hint to other hardwaremen who are anxious to double their business.

Gardner & Co. report the hardware trade very brisk at present with a good outlook for the rest of the year.

A. H. Gingerich can show most hardwaremen an example in the way of dressing a hardware store window. He has always something catching to the eye and claims it brings results.

T. J. O. R.

GALT.

April 19.—Galt manufacturers are exceptionally busy at present. The number of orders coming in are greater than ever before, and from present indications it would seem that the prospects are for a banner year in industrial lines. The Goldie & McCulloch Company have recently completed the instalation of several large safes and vaults nn the Maritime Provinces, and all departments are working full time. The same condition of affairs prevails at the MacGregor works.

The Galt Art Metal Co. recently received an order for a carload of shingles from Port Trinidad, Spain, and with hundreds of orders to fill the plant is kept running 24 hours.

Both brass factories in Galt are running overtime and taken altogether industrial affairs are in a much better condition than before the depression.

J. H. LeFavor, general manager of the Canadian Brass Co., is in northern Ontario in the interests of his firm.

The water commission is providing work for the plumbers. At a meeting on Tuesday evening it decided that all water pipes leading to closets should be fitted with a shut-off, which would be used in cases of leakages. As there are more than 500 services in Galt it will be quite a job to install all the shut-offs.

The commission will also ask for tenders on two tons of lead pipe.

One hundred new houses will be built in Galt this spring and already the builders are hard at work

B. E. C.

CHATHAM.

April 20.—The debt collection problem here is still unsolved, though since the March meeting of the Retail Merchants, it has received the earnest consideration of the special committee appointed to look after it. At last week's meeting of the association, in the absence of Chairman Hodges, Peter Cunningham reported that the committee had taken the matter up with a number of professional collectors. None seemed to be in a position to accept the post at present, though several were willing to consider it later on. The feeling seemed to be that, instead of asking the collector to name terms, the association should frame a definite proposition. Quite a number agreed with this view. The subject was earnestly discussed. It was thought by some that while the collector bore the title of official collector for the association, he should make his arrangements with the merchants individually as to remuneration, same to be based on the amount of business truned over to him. That merchants might at present have individual collectors whom they would be loath to relinquish for the official collector was also urged. On the suggestion of Wm. Anderson, who gave an outline explanation of the Guelph collection scheme, the secretary was authorized to ask Mr. Scroggie, the Guelph collector, to visit Chatham and address the merchants with regard to the system in vogue there. In the meantime the committee was continued in office, President Westman warmly commending their work.

Fishing tackle is in vogue just now. Westman Bros. have a timely window display in one of their small corner windows, a catchy feature of which is a number of lines suspended from the top of the window, with hooks hanging from the lines. Articles of fishing tackle are scattered on the bottom of the show window.

There is a big demand for grass seeders in Chatham this spring. This afternoon a hardwareman stated that at the present moment he knew of only one seeder, and that a second-hand, for sale in the city. Seed is cheap this year, and farmers are planting instead of selling. Though one would hardly imagine the dictates of fashion as having anything to do with the demand for seeders, such is stated to be the case. Clover seed forms the base of a number of colors. These colors are unfashionable this year. As a result, clover seed has dropped in price from $9 or $10 a bushel to about $4, and farmers are planting it instead of selling it. Further result, a rush for seeders, the like of which hardwaremen have not known in ten years.

The old shed in the rear of J. C. Wanless' store has been pulled down, and the ground on which it stood will be cleaned up, levelled and made attractive. The store (particularly the office) has a much better light as a result.

Westman Bros. have adopted the idea of arranging wide show tables down the middle of the front of their store, and displaying smaller articles of hardware and tinware thereon in bargain counter style. Price tags are a feature, and the idea seems to be working very well.

Building prospects are excellent. Two large contracts have been let in the last two days. Yesterday the contracts for the new Ursuline College auditorium were signed, the major portion of the work going to the Blonde Lumber & Manufacturing Co. To-day Moore & Stephens were awarded the contract for a big extension to the Chatham Wagon Co., practically doubling its capacity. The first contract is stated to be $27,000, while the other is pretty nearly as much. Throughout the country much building is going on.

There ought to be considerable work for plumbers this season, in instaling sanitary conveniences in residences here. While there are still plenty of houses without them, experience is rapidly showing the owners that a house for rental without sanitary conveniences is practically a drug on the market.

J. E. Guild, of Highgate, has received the contract for a metallic ceiling for the Muirkirk school.

W. R. Waghorne, manager of the Consumers' Gas Co., of Wallaceburg, has been appointed manager of the Premier Electric Light Co., of the same place, in succession to H. A. Stonehouse.

Geo. Laing, the Ridgetown hardwareman, attended a shooting tournament in Exeter last week.

Deputy Inspector Skelton, of London, visited Blenheim recently and inspected a number of gas meters, in response to complaints. The test, however, proved very favorable to the gas company.

The Prairie Provinces

Winnipeg Retail Hardware Association Complains of Unfair Competition—Conditions in the Western Stove Trade.

WINNIPEG.

April 19.—The stove trade in Winnipeg and throughout the west is far from being as encouraging as one would naturally expect. At present the booking for spring shipments is much smaller than in previous years and the sorting shipments for spring and summer use are very light. The reason for this may be largely from the fact that many settlers bring their effects with them. This is true, at any rate, of the Ontario and American settlers. In the fall season many of these will require stoves for heating purposes, but just now the demand is very weak. The European settlers are not in a position to procure good stoves and ranges when they arrive, and they use the cheapest lines obtainable for the first year or two, when they usually invest in a more expensive article.

Although the trade at present is not very good yet the outlook is quite encouraging. The small spring shipments will inevitably mean large fall shipments, and if the coming crop is on a par with that of last year, there will be an excellent trade in cooking and heating stoves. On the whole the stove situation has improved over previous years.

J. J. Foot, manager for the local branch of the McClary Foundry Co., in referring to the competition between American and Canadian stove companies, said, "One of the worst features in the trade here is the competition which comes from the United States in the shape of their offering large western buyers stoves of all kinds at prices f.o.b. manufacturing point

from 40 to 70 p.c. below their home trade price, which is in many instances higher than for similar articles in Canada."

F. W. Morse, vice-president of the Miller-Morse wholesale hardware house, is leaving the city on Wednesday, April 21, for a three months' trip to Europe.

The Manitoba Rolling Mills Company of this city is prepared to expend $200,000 on extensions to its property and plant. This means increasing the capacity of the plant to four times what it now is. Initial plans have been prepared which call for four furnaces. With these it will be possible to work double gangs on both the night and day shifts, giving a total output of from 75 to 100 tons of finished iron per day.

G. F. Stephens, head of the paint and varnish firm of that name, has been touring the southern states during the past winter and is expected home next week.

Robert Wyatt, sr., who has been in the retail hardware business in this city for over thirty-one years, returned last week from a pleasure trip in southern California, where he has been for the past four months.

At the last meeting of the retail hardware merchants association held on the evening of April 12, a committee was appointed to interview the wholesalers regarding the competition which has existed between them. The retailers request specifically that the wholesale houses cease selling to contractors. The committee has conferred with several wholesale managers and they have been very much encouraged with the compliance which was granted their request. The retailers will have little to fear in the future if the wholesalers generally concede to this request, since it was their chief annoyance for some time. J. H.

EDMONTON.

April 17.—Trade has been fairly good this week, although backward spring weather seems to have retarded business to some extent. The situation has been saved for the farmers, by several light snowfalls, which it is claimed will help take the frost out of the ground.

The principal demand has been for nails, wire, green wire cloth, poultry netting, galvanized pails, enameled ware, shovels, clevises, etc.

A. A. Andrews, vice-president of the Winnipeg Rubber Co., called on the trade here this week.

M. H. Souch has sold out his hardware business at Stettler to The Skinner Hardware Co. J. H. H.

British Columbia.

Victoria Hardwareman to Build New Store—New Power Company at Vancouver—Quartz Mining to be Developed in the Yukon District.

VANCOUVER.

April 17.—At last it appears as if there will be something doing with the proposition of the Stave Lake Power Company on Stave river, about thirty miles from this city. For some years past, development of this waterpower has gone on slowly, but it is now announced that work will be active since eastern Canadians are to put up $2,500,000. C. H. Cahan, a leading lawyer of Montreal and Halifax, A. R. Doble and A. M. Aitkens, of Montreal, are here this week and are spending a couple of days at Stave river, looking over the property. Just what this will ultimately mean to the lower mainland of British Columbia is difficult to prophesy. With other and cheaper power producing methods coming into vogue, by the time this is ready for operation, waterpowers may have taken second place. This, however, is only supposition. Still, the situation in Vancouver and vicinity will be an interesting one with two companies in the field. The B.C. Electric Company now controls with lines of railway in Vancouver and New Westminster, and suburban and interurban lines, including the one under construction to Chilliwack. It controls the electric lighting and gas franchises in Vancouver, and the electric lighting in and around both cities. It also supplies power, all of which comes from the large plant at Lake Buntzen, which is to be so improved as to give much more power. With such a hold on the communities, it will be a hard job for another company to get into the game. It has been stated that the Stave Lake Power Company will make a specialty of supplying power for industrial purposes, and in this line there will be considerable room with the number of large and small enterprises that are being established. With more companies in the field, the better it should be for the manufacturer, who can stand all the cheap power he can get.

Hardware dealers as a whole report trade good with prices firm. Conditions are all that can be desired, with the exception perhaps of the lack of marked activity in the lumber industry. Business, though, is ahead of last year's with the spring trade opening up better and with outward shipments from wholesale houses exceptionally heavy.

E. J. Chamberlain, general manager of the Grand Trunk Pacific, left for the east on Wednesday, after a trip to Prince Rupert. He expressed himself as quite satisfied with the outlook in the north. Before going away, he stated that exploratory parties would be placed in the field shortly to ascertain the shortest route between Vancouver and Fort George, as for some years to come this would be the principal centre of activity. He did not think the contract for the second 100 miles of the coast section would be let before September.

Building permits for the last week are larger than usual, the total value being $356,625. Four fairly large items were included in the list, namely, the Mount Pleasant Presbyterian church, $40,000; Seabold's brick apartment house on Thurlow Street, $20,000; two-storey addition to Evans. Coleman & Evans' building on Cordova Street, $25,000; office biulding for Dr. Tunstall, on Granville Street, $20,000. The remainder were dwellings and repairs.

News of more than passing importance is brought to Vancouver by Chas. Black, a young lawyer, who has been living in Dawson for some years, and who will take up his residence here. It is that rich quartz has been discovered on the Dome, the place in the Yukon where a large number of gold-bearing rivers rise. The values have been assayed very high, and if the find pans out to what it is anticipated it will mean the discovery of the mother lode, which must necessarily be very rich since such large quantities of gold were found in the creeks. If quartz mining sets in, it will mean renewed activity there and a corresponding activity in business circles in the coast cities. It will be just what Prince Rupert needs to give it a good start.

VICTORIA.

April 15.—Building still continues brisk. Forty new houses can be counted in one new section just opened up last fall and at a low estimate these houses will represent a building value of $100,000. All this building means activity in many lines of trade, and the hardwareman and plumber come in for a good share of it.

A company has been formed with a capital of $25,000, for the purpose of taking over the business of J. Colbert, plumber, who was burnt out in the recent fire in the Pemberton block.

Wm. Bownass, hardware dealer, 1106 Government Street, has bought a building lot on Broad Street, next to D. Spencer's. Mr. Bownass is to build a handsome building which he will occupy on its completion. The premises occupied at present have been acquired by the Royal Bank, which will erect a new office building on the site. This is the reason Mr. Bownass has secured this new property. Mr. Bownass says it was a case of either buying or going out of business, as it was impossible to secure a store of any sort at all suitable to his requirements. The new block will be used entirely by Mr. Bownass in his hardware business, which has grown to a great extent since he began business here some years ago.

Building permits to the value of $24,950 were issued yesterday. Of that amount $18,000 will be spent on the erection of a business block to be built by Lee Cheong, Lee May and Lee Yan You on the corner of Broad and Johnson Streets, work on which has already commenced.

Extensive improvements have been made to the premises of Dixi H. Ross & Co. A new kitchen has been put in and new machinery has been installed to make the plant up-to-date.

It is proposed to extend the present fire limits to permit of manufacturing and business blocks to be built in what is at present an exclusively residential district. W. B. C.

THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in HARDWARE AND METAL is the right kind of bait to use when you have any proposition of interest to Hardware, Stove and Tinware dealers, clerks or travellers.

The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

If it is a set of tinner's tools you have to sell, why not get them out of the way and get the money for them which you can use in your business?

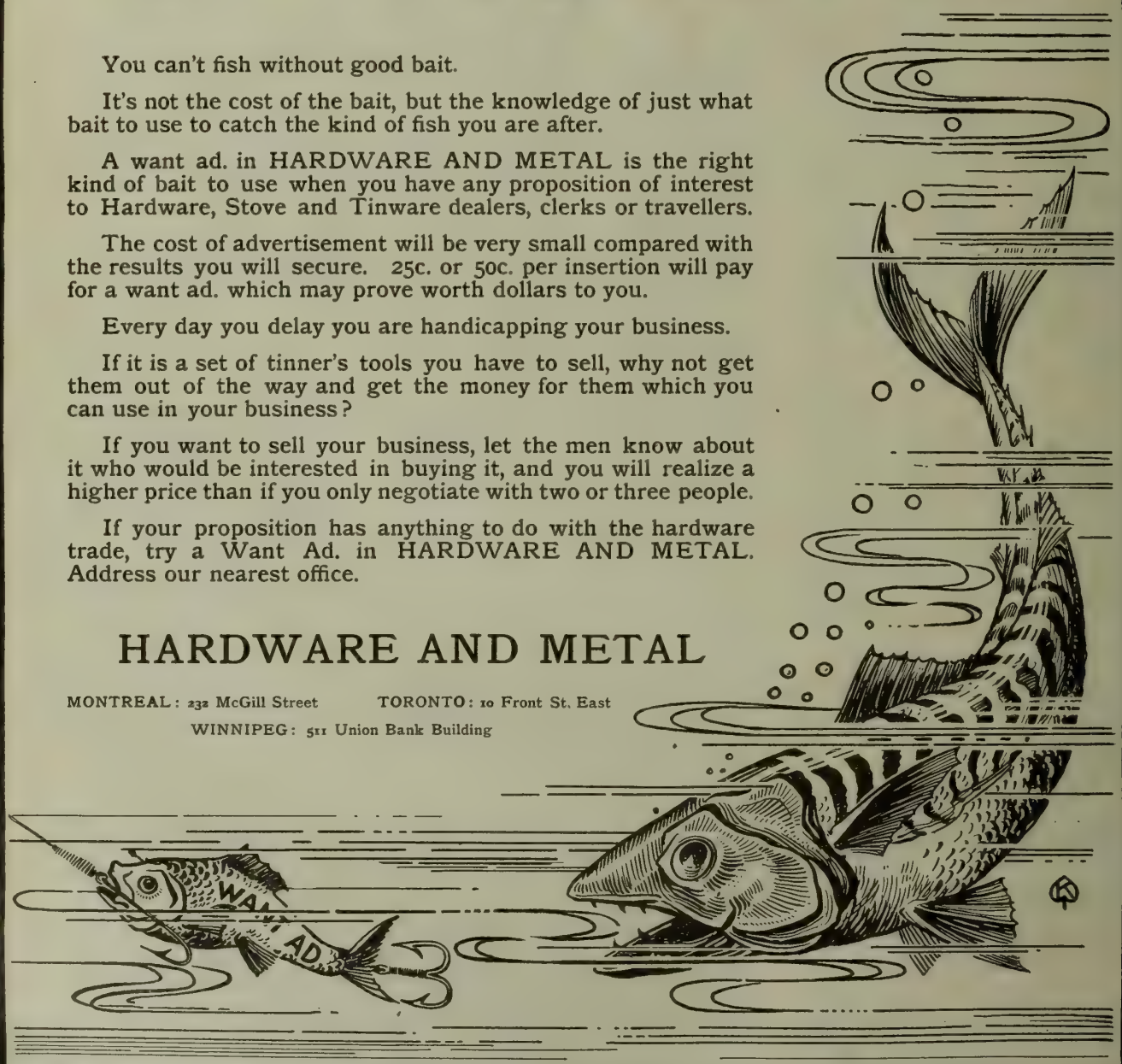
If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

If your proposition has anything to do with the hardware trade, try a Want Ad. in HARDWARE AND METAL. Address our nearest office.

HARDWARE AND METAL

MONTREAL: 232 McGill Street TORONTO: 10 Front St. East

WINNIPEG: 511 Union Bank Building



CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

BUSINESS CHANCES.

HARDWARE and Tinware business for sale. Good clean stock, up-to-date fixtures, good turnover. Box 835, HARDWARE AND METAL, Toronto. (19)

IF YOU ARE LOOKING FOR A BUSINESS opening in the West, state particulars of your requirements to P. O. Box 1752, Winnipeg. (17)

WELL established general hardware business in a central Ontario town, surrounded by excellent farming district. Two railways. A good opportunity for young man. Best of reasons for selling. Box 825, HARDWARE AND METAL, Toronto. (19)

YOUNG man in Winnipeg with experience and some capital wants partner to start hardware business in West. Partner must have money and experience. Box No. 28, HARDWARE AND METAL, Winnipeg. (17)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tinware business, with tinshop tools. Stock about $4,000. Can be reduced to suit purchaser. This is a good growing business in a splendid section of country. Good reasons for selling. Apply Box 832, HARDWARE AND METAL, Toronto. [23]

HARDWARE and furniture business for sale on Winnipeg Wetaskiwin line in Alberta. Good district. Stock about $5,000, turnover $25,000. Real estate about $2.000. Sell or rent. Address Box 39, HARDWARE AND METAL, Winnipeg. [17]

HARDWARE, Stove and Tinware business in live western Ontario town located in good agricultural district. Splendid opportunity. Good reasons for selling. Address Box 831, HARDWARE AND METAL, Toronto. (18)

FOR SALE—Splendid hardware business for sale in a prosperous, go-a-head central Canadian town of about 4,000 people. Stock and fixtures about $5,000. Best of reasons for selling. Address Box 833, HARDWARE AND METAL, Toronto. [17]

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

IT PAYS FOR ITSELF—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE salesman desires position, wholesale or retail. Four years' experience as traveling salesman. Box 823, HARDWARE AND METAL. (18)

HARDWARE salesman wants situation. Five years experience. Best references. Box 834, HARDWARE AND METAL, Toronto. (18)

HARDWARE SALESMAN desires position in retail business; 3 years' experience; both languages. West preferred. Box 13, HARDWARE AND METAL, Montreal. (18)

OFFICE work by a thoroughly posted man in the hardware and stove business. Am recovering from an accident to hip that requires some rest. Later on, and even now, would be a first class man in the store. Single. Address Box 827, HARDWARE AND METAL, Toronto. (18)

SALESMAN, 12 years' indoor and traveling experience, wants position with wholesale or jobbing house. Box 830, HARDWARE AND METAL, Toronto. (19)

SITUATION WANTED by hardwareman; married, 8 years experience in hardware, stoves, tinware; best of references, also holding a commercial diploma. West preferred. Apply Box 836, HARDWARE AND METAL, Toronto. [19]

TINSMITH and plumber wishes situation as junior hardware clerk. Would help in shop. Address Box 828, HARDWARE AND METAL, Toronto. (17)

AGENCIES WANTED

A TRAVELER, calling upon the stove, tin and hardware trade, wants one or two side lines. Well posted in metals. Address Box 824, HARDWARE AND METAL, Toronto. (17)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Experienced hardware traveler, one with western experience preferred, immediate engagement. Apply with full particulars to Miller-Morse Hardware Co., Winnipeg. (18)

WANTED—Experienced paint and glass traveler State previous experience and salary expected. Box 9, HARDWARE AND METAL, Winnipeg.

WANTED—A traveling salesman for the province of New Brunswick by wholesale hardware house of Montreal. Only A1 men need apply. Address Wholesale, Box 2310, Montreal. (tf)

WANTED—First-class cornice and sheet metal worker, with knowledge of furnace work, to go to Victoria, B.C. Would sell an interest in business to right man. Address stating experience, Box 826, HARDWARE AND METAL, Toronto, Ont. (17)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker,—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SUCCESSFUL ADVERTISING, HOW TO ACCOMPLISH IT, by J. Angus Macdonald.—Authoritative work by an advertising expert, setting forth the inner advertising principles of each business clearly and briefly. Contents include Ad. Building, Retail Advertising All the Year Round, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. The suggestions are applicable to any trade. Price $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph up to Noon on Friday.

Winnipeg Hardware Markets.

Probably there are no cities in Canada where the return of spring has such marked effect upon the community as those in the West. The winter season is so long, cold and tedious and the summer so much the reverse that no time is lost when the first fine day arrives to prepare for the necessary renovating and building of the season.

Last week retailers began to sell paints and builders' hardware—a custom which they have waited several weeks for. Now that the season has opened rather late it is expected that goods in these lines will move rapidly. This week promises to be a good one generally for the trade. Sporting goods are beginning to go out well, and this will continue, it is hoped, through the greater part of the summer.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS—$2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7, $4.25; ⅝x6, 7 and 8, $4.10; 7-16x7 and 9, $4.00; ½x8, 9, 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 12¾; British manilla, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 45c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—The prevailing prices thus far have been all-rail prices. This week the lake and rail prices go into effect, but it is not known at present what the exact quotations will be. We quote the following nominal prices: Black pipe, ¼ in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70, 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

PAINTS AND OILS—White lead, pure, $6.00 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, oil, raw, 66c, boiled oil, 3c per gallon advance on this price.

EDMONTON MARKETS.

April 22—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — MRM and Bell," $5.15 base.

HORSENAILS— MRM, new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.



Do you want a sample for comparative test.
Post paid to any dealer at the wholesale price.

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Marysville, Ohio, U.S.A.

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WINNIPEG and CALGARY

The largest distributors of **BRUSHES** in Western Canada.
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EFFICIENCY
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Pease Foundry Co., Ltd.
TORONTO, ONT

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

WRINGERS—Royal Can., $38 doz.
CHURNS—45 p.c.
ROPE—Sisal, 11c per lb.; British manila, 12c ; pure manila, 15c.
BUILDING PAPER—Plain, 62c per roll ; tarred, 78c per roll.
LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.
AMMUNITION—Primers, $1.55 per M.; loaded shells, English and Canadian make. 12 gauge, black soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25; 10, $29 ; 12, Canadian, $24 ; 10, Canadian, $28 ; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 ; buck, $8.30 ; 28 ball, $8.70 ; powder, F.F., Hamilton, $5.25 per keg.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Cement Company's Address. — C. Richardson & Son, Harrow, ask for the address of the Alpha Cement Co.

Head office, Easton, Pa., with a branch at Buffalo.—Editor.

Half Oval Brass Bars,—Tweedale & Co., Fredericton, N.B., ask where they can buy half oval brass in bars.

Aikenhead Hardware Co., Temperance Street, Toronto.—Editor.

Name of Stove Manufacturer.—Collingwood Hardware Co., Collingwood, ask where the No. 45 Perfect Home base burner is manufactured.

Home Stove Works, Rockwell Street and 18th Place, Chicago.—Editor.

Willett Washing Machine.—In reply to the inquiry of A. J. Walker & Son, Truro, N.S., as to where the Willett washing machine is made, Emerson & Fisher, St. John, and W. A. Church, St. John, N.B., both supply the address: —G. R. Willett, Westfield Centre, King's County, N.B.—Editor.

HARDWARE TRADE GOSSIP.

Ontario.

J. G. Lewis, of Lewis Bros., Montreal, was a visitor in Toronto during the week.

James Whyard, hardwareman, Dungannon, is succeeded in business by Whyard & Son.

Percy A. McBride is establishing a sporting goods store at 343 Yonge Street, Toronto.

D. McLeod, formerly of the Aurora Hardware Company, has purchased the estate of A. Thompson, Bradford.

Alex Patton has sold his implement business to McKillop & Ferguson, hardware merchants, West Lorne. Mr. Patton will remain with the firm this season.

Thos. E. Ryan, who for several years conducted a hardware business at Port Dover, died at Hamilton some days ago. For the past five years he had been employed as clerk by the Wood, Vallance Co.

The Gutta Percha & Rubber Manufacturing Company, Toronto, announce that the offices of president and treasurer held in their company by the late H. D. Warren have been filled by S. T. Warren (Mrs. H. D. Warren), as president and Trumbull Warren, as treasurer.

Dunlop & Co.'s large hardware store at Pembroke, was burned to the ground a week ago. During the fire there was a constant fusilade of cartridges and explosions of gun powder and oil. The loss on the store is $9,000 ; insurance, $6,000 ; and on the stock the loss is placed at $45,000, with $35,000 insurance.

T. S. Tait, Campbellford, has taken into partnership in the hardware business his two sons, D. E. and Walter. The elder son, D. E. Tait, has had a wide experience in the hardware business, having been connected with prominent wholesale firms in Montreal and Vancouver, and also having served his apprenticeship here. Walter has for several years acted as salesman in his father's store.

After being in business for 47 years, in his well known stand on the Market square, Guelph, Wm. Sunley has disposed of his stove and tinsmith business to Frank and Austin Howard. Austin Howard has been foreman for Mr. Sunley for the past 8 or 9 years.

Quebec.

J. A. Paquin, of St. Eustache, Que., has been visiting Montreal.

E. E. Shaw, of Shaw & Mason, Sydney, N. S., has been on a visit to Montreal.

A. J. Teakle, of H & J. Young, Quebec, has been visiting Montreal hardware circles.

J. A. Hossack, of the Lufkin Rule Company of Canada, Windsor, has been visiting Montreal.

W. B. Stewart, of the Hamilton Cotton Co., Hamilton, has been visiting Montreal hardware circles.

J. E. Valilee, of the Traders Co., Buckingham, Que., has been visiting Montreal hardware circles.

G. N. Gray, manager of Lewis Bros., Montreal, sample rooms in Ottawa, has been visiting headquarters.

A. W. Harris, purchasing agent of the Laurentide Paper Coy., Grand Mere, Que., has been calling on the Montreal trade.

J. A. Jackson, formerly with Lewis Bros., Montreal, and latterly with the R. Simpson Co., Toronto, intends shortly to open a hardware store in Montreal.

J. Reid, of Caverhill, Learmont & Co., Montreal, who some time ago was injured in the back through a street car accident, has made his appearance at the office again.

Burglars attempted to rob the safe of T. McOuat & Son, hardware merchants, Lachute. The handle was chopped off the safe and it was charged and blown three times, but without success.

P. P. Rankin, a director of Alexander, Ferguson & Co., Glasgow, makers of dry white and red lead, litharge, and all lead products, is on a visit to Montreal, looking up old associates, some of whom are now associated with the Canada Paint Co. Mr. Rankin is on his way back from a visit to the Melbourne, Australia, house of his company.

J. B. Learmont, of Caverhill, Learmont & Co., Montreal, entertained a large audience last week in Emmanuel Church lecture hall, Montreal, on the microscope, its uses and the beauties it reveals. The lecture was illustrated with limelight views. a large number of the staff of the firm attended the lecture.

Western Canada.

J. M. Friesen's hardware store at Aberdeen, Sask., was burned a few days ago.

Anderson & Thomas, Winnipeg, have sold their hardware stock to L. S. Starr.

A. E. Grewer, of Brandon, will take charge of the tinshop of Williams Bros. Co., Gladstone.

Roy Jones, Fillmore, Sask., has taken a position in the hardware department of D. Ackland & Sons, Winnipeg.

E. S. McRory, lately employed by the Souris Hardware Co., of Souris, Man., as sales manager, has accepted the position of head clerk with Armstrong, Smyth & Dowswell, Regina.

W. Peters, who has been bookkeeper in L. Gully & Co.'s hardware store at Vegreville, for the past two years, has gone to Edmonton. It is Mr. Peters' intention to go into business for himself at one of the new G.T.P. towns west of Edmonton.

OLD STOVE DEALERS DEAD.

Thos. Lawrence, Lucknow's oldest merchant, died some days ago, aged 78 years. He was born in England and came to Canada when 21 years old, shortly thereafter entering the employ of J. and O. McClary, stove manufacturers, London. For many years he traveled for them by wagon through western Ontario from London to Goderich, Kincardine and Owen Sound.

Some 40 years ago he opened the first hardware, stove and tinware business at Lucknow, which he conducted up to his death, with the assistance of two of his sons. He held many public offices in his community and was respected by all. A great many business associates from out of town made a special journey to be present at the funeral. Among them were Robt. Finlater, of McClary Mfg. Co.; A. D. Kennelly, manager McClary Mfg. Co., Toronto, two of his early employes, and W. H. Dean, of the Wood, Vallance Hardware Co., Hamilton, which firm sold Mr. Lawrence his first bill of goods.

Another old stove man to pass away is William Batters, manager of the Gurney Foundry Co.'s retail store on Queen Street West, Toronto, who died on April 8. Mr. Batters had been with the Gurney Company for about fifteen years, prior to that time having represented Copp Bros., Hamilton, in Toronto. Before that he had been in business at Hamilton and Brantford, having been in partnership with Thomas Potts at Brantford, selling out to Howie & Feely, the business still conducted by that firm. Originally he came to Canada from Chicago to work for the Wm. Buck Stove Co., Brantford, with whom he spent twelve years before going into the retail business.

CANADA PLATES

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Polished

Half Bright

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A. C. LESLIE & CO.,

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We are headquarters for

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The Sherwin-Williams News

VOL. I. SOMETHING NEW EVERY TIME NO. 4

Published by
THE SHERWIN-WILLIAMS CO.
Canadian Headquarters and Plant:
639 Centre St., Montreal, Que.
Warehouses:
Toronto, Ont., and Winnipeg, Man.
Edited by
THE LITTLE PAINT MAN.

The Linseed Oil Situation

The "Boss" called me into his private office the other day and he sez, "Shorty." He always calls me "Shorty" when he gets confidential. Sez he, "Shorty, I've been lookin' over the sales reports for the week, and there's still a few dealers of good standing throughout the country who aren't selling Sherwin-Williams Oil. I venture to say that they don't know that they have an opportunity to get such a superior quality of oil as S-W. Screw Press Oil. Now, Shorty, I put it up to you to see that these good dealers find out about our oil. I don't care how you do it, BUT DO IT."

The only sure way I know is to just explain the situation frankly in this Magazine-Newspaper of mine, as I've got every live dealer in the country on my subscription list.

The Little Paint Man

569



S-W. Screw Press Oil is much superior to the "general run" of oil on the market.

We crush only the choicest of No. 1 Northwestern flaxseed.

Although it has been cleaned when we buy it, we reclean the seed in our own mills.

Our special "Screw Press" process extracts the oil at a lower temperature than is usually employed, which keeps in the dry crushed seed the mucilaginous matter which ordinarily finds its way into the oil.

The newly pressed oil is then filtered and then aged in steel storage tanks until it is clear and brilliant and free from sediment.

The result is oil of such exceptional quality that it is immediately appreciated by painters and other expert users.



The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

Malthoid Roofing is cheaper than shingles, easier to lay, needs less attention after it is laid.

There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A new public building will be erected at Portage la Prairie.

Bank Street Presbyterians will build a new church at Ottawa.

Fern Ave. Presbyterians, Toronto, will erect a $40,000 church.

A $16,000 addition is planned for the Revelstoke, B.C., hospital.

Plans for Montreal's new technical school have been completed.

The Lee Mfg. Co. propose to build a new foundry at Pembroke.

The McLaughlin Carriage Co. will build a $?3,000 garage at Winnipeg.

The Baptist congregation, Regina, has decided to erect a new church to cost $48,000.

The Ontario Parliament Buildings will be enlarged by the addition of a $750,000 wing.

Christ Church congregation, Deer Park, Toronto, will erect a new $20,000 edifice.

The Imperial Asbestos Co., capitalized at $1,000,000, will operate at Black Lake, Que.

G. F. Turney, Trenton, has the contract for building a $25,000 school at Haileybury.

Lemmon Bros.' knitting mill at Kingston is expected to begin operations about May 1.

The congregation of the Dufferin avenue Presbyterian Church, Winnipeg, will erect a new church.

D. Perry of the Watt Hose Co., Woodstock, proposes to build a hose coupler factory at Port Hope.

The capacity of the Comox (B.C.) lumber mill will be doubled, so great is the pressure of work.

Geo. Hamilton will build a $10,000 block at Haileybury, the lower floor to be used as a post office.

Extensive additions will be made during the present year to the plant of the Hamilton Bridge Co., Hamilton.

The B.C. Government has promised to subscribe $15,000 to the erection of a new $45,000 school at Revelstoke.

The Tudhope Co., Orillia, will erect a large new addition to their works to manufacture motor cars and motor buggies.

Four vessels, estimated to be worth $175,000, are on the stocks at the Cameron Lumber Co.'s shipyard at Victoria.

The University of Saskatchewan will be located at Saskatoon, and the buildings to be erected must be ready by September.

Plans are being prepared and work will be commenced at once on the erection of a new church at West Burnaby, near Vancouver.

The trustees of St. John the Evangelist Church, London, have purchased a lot on which they intend to erect a new church.

The Bowmanville Foundry Co. finding themselves cramped in their present buildings purpose this summer enlarging materially.

The C.P.R. is said to be planning the erection of mammoth coke ovens at Fort William and a plant for creosoting railway ties.

The congregation of St. Bartholomew's Church, Ottawa, will erect a new church at Rockcliffe, on a site which has been donated for that purpose.

The Trustees of the House of Industry, Toronto, have made application to the Board of Control for a grant of $50,000 to enlarge the institution.

The Strathcona City Council has decided to offer the Government a free site for the proposed armory, for which the government has appropriated $10,000.

The Dodd and Struthers Co., with headquarters in Des Moines, Iowa, has established a branch Canadian plant for making lightning rods at Sherbrooke.

The Hercules Specialty Co., of Grove City, Mich., makers of sanitary shields and toilet paper services, propose establishing a branch factory at Guelph.

Architects Hutchison & Wood, Montreal, have prepared plans for a building to be erected at the Protestant Infants Home. The structure will cost $50,000.

By-laws will be submitted to the ratepayers of Galt, for $15,000 for an addition to the central school and $20,000, for a new wing and improvements to the hospital.

The Vancouver Associated Charities propose taking immediate steps to secure funds for the building of an infirmary ward in connection with the General Hospital.

A site for a sailors' home has been requested of the Toronto Board of Control by the Upper Canada Tract Society. The proposition is to erect a building to cost $15,000.

J. Eveleigh & Co., trunk and bag manufacturers, have awarded the contract for the erection at St. Henri, Que., of a large trunk factory.

The Presbyterian congregation, Port Colborne, propose to expend the sum of $3,500 for remodelling their church, which was recently damaged by fire.

A U. S. concern with a capital of $150,000 has established at Weedon, Que., a plant for the manufacture of creosote, the first of the kind in Canada.

Municipal Undertakings.

Edmonton will establish a filtration plant in connection with its waterworks system.

Work will be commenced at once on the central portion of Revelstoke's sewerage system.

Thessalon, Ont., will spend over $9,000 on a waterworks and electric lighting system this year.

Revelstoke, B.C., has taken over the gas plant instaled there by the Canadian General Electric Co.

Three hundred new water services were installed at Vancouver during the first three months of this year.

Waterloo's town engineer is preparing a profile in connection with the construction of a sewer on Victoria Street and tenders will shortly be called for.

Yarmouth Town Council decided to borrow $12,000 for the extension of the town water main and $6,000 for the completion of the Milton engine house.

The B. C. Provincial Government has given Vernon permission to take 50 inches of water from Long Lake for domestic purposes and for fire protection. Plans for a new water system will, therefore, be made.

The Edmonton City Council awarded the contract for the supply of the piping for the new power plant to the Babcock & Wilcox Co. at $6,770 for the piping complete and erected.

Tenders will be received until May 1 for trenching and back-filling necessary to be done in connection with New Liskeard's waterworks system, as required for making house connections; and for tapping the mains, supplying all necessary material (except brass supplies), making connections, etc., as required for making house connections.

The McKnight Construction Co. has successfully laid eight hundred feet of the outlet sewerage piping into the lake, at Haileybury, so that now the sewerage of the town can be carried away without danger to the inhabitants. By next year the whole town will practically be well drained with a modern system of sewerage. Haileybury already possesses a waterworks system.

Public Buildings.

It is reported that a $150,000 building will be erected at Vancouver to house St. Mark's College.

Architects Ellis & Connery, Toronto, have prepared plans for a $19,000 school building to be erected at Trenton.

The Fathers of the Resurrection, who have charge of St. Jerome's College, Berlin, will greatly enlarge the building.

A four-room addition to Shakespeare Ward School, Stratford, at a cost of between $15,000 and $20,000 will be built.

Architect Chas. Bernier, Montreal, has prepared plans for the erection of a Roman Catholic Church in Ville St. Paul.

Oshawa ratepayers have passed a by-law authorizing the expenditure of $30,000 for the erection of a new high school.

Architect Wm. G. Murray, London, is preparing plans for a $5,000 one-storey school house to be erected in Dorchester, Ont.

The general contract for the addition to be erected to the new jail at Bordeaux, Que., has been awarded to J. B. Pauze Co., Montreal.

The Moncton School Trustees are considering the question of issuing bonds to the extent of $15,000 for additional school accommodation.

The Government of Quebec has decided to erect an addition to the Jacques Cartier Normal School at Lafontaine Park, at a cost of $60,000.

The C. N. R. and G. T. P. are announced as having completed arrangements for the construction of a large union station and hotel at Calgary.

Architects Ross & Macfarlane have prepared plans for the new church of St. Matthias to be erected at Montreal. The building will cost $45,000.

The board of Havergal college, Winnipeg, have decided to build a three-storey addition to the college this summer. The new structure will cost $35,000.

The Berlin Public School Board has decided to erect two four-room additions to the Rosland Avenue and the Margaret Avenue schools at a cost of about $21,000.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

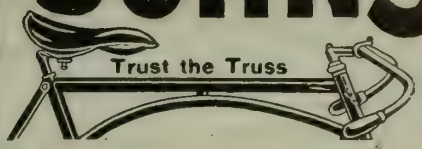
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prefer it because it is the most durable; because it is made of the best materials by the most skilled mechanics in the world. Costs moderately in the beginning, nothing for repairs if not mistreated, and costs least, therefore, in the end.

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It illustrates the 1909 models and shows why the Truss Bridge is so popular among dealers and riders. It is a text book on bicycles.

WRITE TO-DAY

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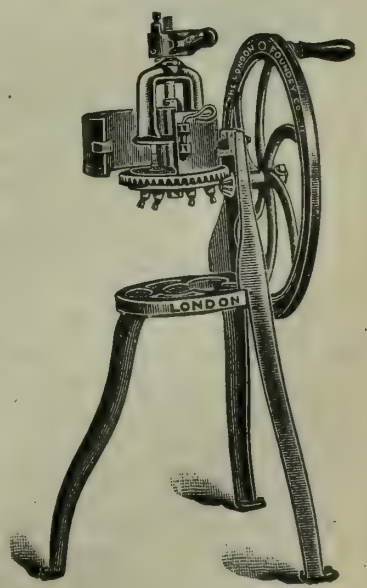
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



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THE LONDON FOUNDRY CO., Limited

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Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR A FINIAL.

In Fig. 1 is shown a perspective of a finial such as may be used at the base of a round flag-pole that extends through the peak of a square hip-roof.

First draw the elevation (Fig. 2) but leave out the curved lines GB and GE. Then draw the plan JKLM with the circle NOPQ representing the top, on the line CD of elevation. Divide the circle in plan into four equal parts as shown by NOPQ. From J to N and J to O draw lines as shown from the

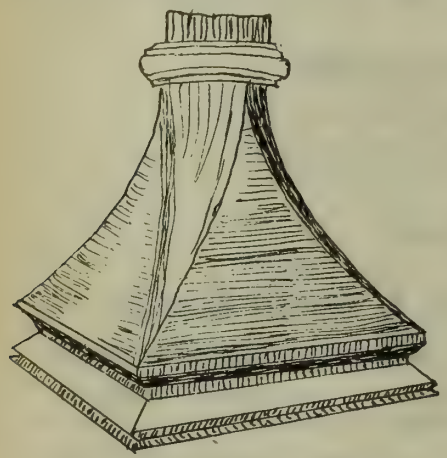


FIG. 1

other corners. Divide the curved line from B to C of elevation into equal spaces. From these points draw lines parallel to the centre line I H to the line O J of plan as shown by e.f.g.h. To obtain the curved lines GB and GE (which you were to omit in drawing elevation) draw lines from the points on the curved line CB of elevation to the centre line and parallel to the line BE as shown by 1a., 2b. etc. In the plan transfer the points e.f.g.h. of line JO to line KP. From these points draw lines parallel to the centre line and crossing the same representative lines in elevation as shown. Through the points thus established draw the curved line GB. The line GE is obtained in the same manner by transferring points to the line LP of plan.

We can now get the pattern for the sides. Draw the line TW which is a continuation of the centre line drawn through X of plan at right angles to KJ. On it set off all the divisions shown from A to B and to C of elevation. The part between AB is unimportant in this drawing as it only represents a square mitre and its points are extended to the line KX of plan. Through the points on the line TW draw lines parallel to KJ. From the points on the line KO draw lines parallel to TW until they cross the same representative lines drawn through TW. Through the points thus established draw the curved line TU. By extending the lines drawn to KX crossing those between UV that part of the pattern will be completed.

Now there remains the pattern for the gore-piece (necessary to complete the corners) to be developed. This piece as will be readily seen, curves two ways and will have to be hammered into shape. The pattern for this can only be developed approximately, that is, sufficient material must be put into the pattern and in the right place so as to make the part. We will be obliged to draw sections in plan of the corners, these sections being taken as though the article was cut on lines 1a., 2b. etc. of elevation. To draw these sections in plan proceed as follows:

From e.f.g.h. of plan draw lines parallel to KL until they intersect the diagonal JX. Where these lines cross the diagonal lines will be the centres for quarter circles as shown by l.m.n.o. Perpendicular lines dropped from these centres will complete these quarter circles and meet the circles where they cross line NJ. It will now be required to find the length through the centre of the gore lengthwise. To do this we will have to construct a diagonal section. Draw the line DA of the diagonal section, which is a continuation of line XK of plan. From the elevation transfer the spaces G a.b.c.d. Y to D a.b.c.d. A of diagonal section. Through these points draw lines perpendicular to DA.

From the plan project lines from the diagonal line as shown from the points p.q.r.s. and t. which is where the quarter circle crosses the diagonal line KJ. Continue these lines until they cross the lines drawn in the diagonal section. Through the points produced by the crossing of the lines, draw the curved line C to B which is the length of the gore. Draw the line CB of pattern for corner gore at one end, and at right angles to it draw the line AD from C to B. Set off the spaces as shown by the same numerals of the diagonal section from C to B and draw lines through the points parallel to AD. In the plan divide one-half of each quarter circle O t.e.s. etc., into equal parts and set off these spaces on the lines each side of the centre line CB of the pattern as shown by x.y.z A which are the spaces for the part O t of plan.

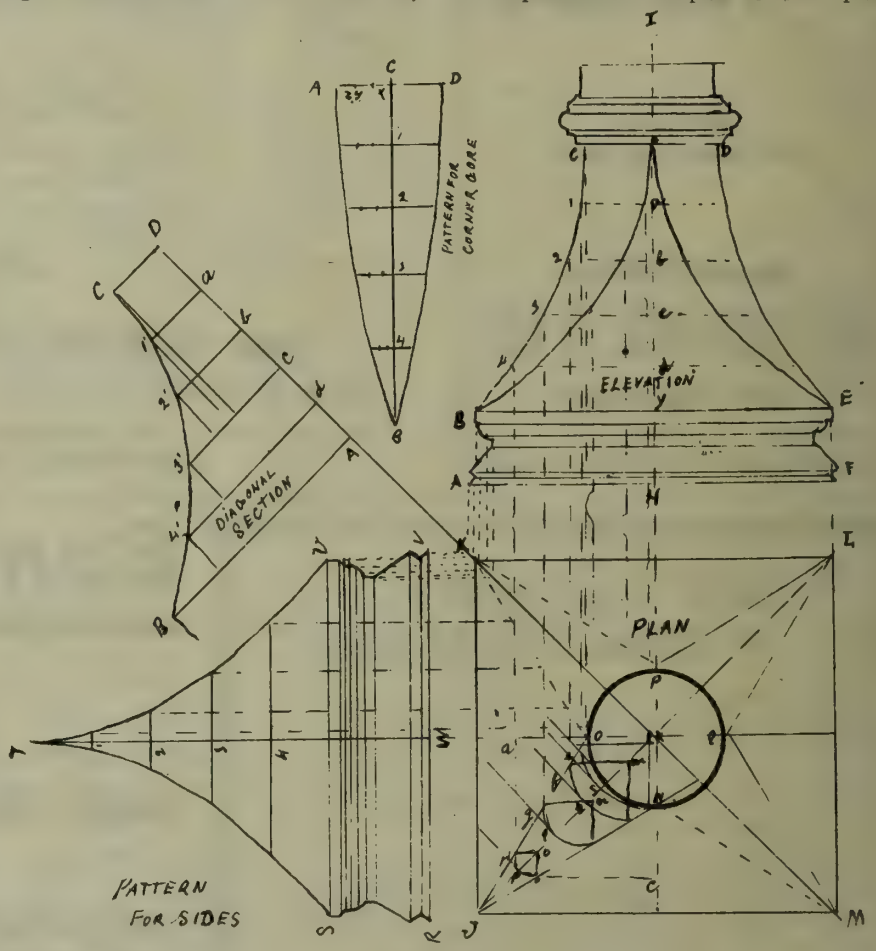


Fig 2.

When all have been set off draw the curved line AB and DB which completes the pattern.

Edges to be allowed. W.M.M.

Poultry fencing wire, painted a dark color, makes an excellent backing to hang goods on in the light space above the back of panels in the show window.

The dealer should keep his eye on all the building operations that have been begun or are likely to be begun in his vicinity; interview the builder and try to sell him his supply of locks, knobs, hinges, etc.

News of the Paint Trade

ADULTERATED TURPENTINE.

Editor Hardware and Metal.—In reference to your articles in the last two issues of Hardware and Metal, in regard to adulterated turpentine, I beg to say that within the past few days I have been requested by a party from Preston, to have a sample analyzed which they had from the Carolina Pine Products Co. I have sent it forward to the Inland Revenue Officer at Ottawa, with a request that they shall get me their statement at the earliest possible moment. I am also in receipt of a letter from a hardware merchant at Lindsay, complaining of goods received from the Carolina Pine Products Co., and asking if I know of others who have found their goods to be impure. Another statement has been received from a party whose name is given by this company as reference, who says that on receipt of his first supply he cancelled the balance of the order and if it had not been that an employe emptied the goods into a tank with other turpentine, he would not have retained any of it. Another merchant who received some goods from the same concern writes, that he sent some of it to a manufacturer of pianos who immediately reported that it would not mix properly with varnish, while another customer who wished to use it in connection with floor wax also returned it saying that it would not mix with the wax like other turpentine.

From these reports, I think it is evident that somebody has been adulterating turpentine at some point pretty extensively. Possibly the Carolina Pine Products Co. have been imposed upon by someone that they were buying goods from or by someone who had the goods stored for them which they may be glad to have an opportunity of exposing, so for their information I have forwarded them a copy of the analysis published in your paper two weeks ago.

E. FIELDING.

Toronto, April 20.

Editor's Note.—The Editor of Hardware and Metal is also in receipt of a number of inquiries from readers in various parts of Ontario, indicating that the trade generally is being offered turpentine at cut prices, the product being guaranteed pure but the guarantee being made by a concern with headquarters in the States.

PAINT SPECIALTIES.

A profitable line for the paint dealer is what are known as "shelf goods," which include varnishes, stains, floor paints, paint and varnish remover, screen enamel and a host of similar specialties which the housewife is in constant need of. Few customers would not at some time or other buy a certain quantity of shelf goods if they were noticeably and attractively displayed; and the profits on this line of goods are most liberal.





Paint and Oil Markets

TORONTO.

April 23.—A nice, steady business is being done among paints this week, with trading improving from day to day. Seasonable lines, of course, have the greatest call, but all lines show some activity. Repeat orders are already being booked for ready-mixed paints and some fair stocking-up calls are being made for varnishes and brushes.

Glass is yet quiet, and is expected to remain so for at least the early part of the season, which will open about the second week in May, when navigation of the St. Lawrence will again be in swing. There is a firmer tone abroad in regard to glass, but a great deal of Ontario orders have been placed early in the year at the prices then prevailing, and as these orders called for delivery early in May, it is likely they will be filled from the new consignments, as glass stocks are very low here just now.

Shellacs are easier and lower, but as turps have advanced and oil shows stronger there is no probability that varnish lines will be lower. Varnishes, enamels, alabastine and brushes continue to go out freely, and lead lines are still very active. Paris green, too, at the lower quotations is a good seller. Turpentine has advanced two cents during the week; and linseed oil is getting decidedly firmer.

TURPENTINE.—Reports from Savannah confirm the statement of last week that the weather conditions have been very much against producing turpentine so far for the month of April and that receipts have been much less than was anticipated, consequently, prices have been advanced 3 cents per gallon in the South. If the rains and cool nights continue, which have militated so much against the producing of the gum, there is no likelihood of a reduction of production for the month. Prices have been advanced in Toronto 2 cents per gallon. Single barrels are now 58 cents.

LINSEED OIL.—The Liverpool market quotes 22s. 6d. to 23s. per cwt. for export casks; London reports, 21s. for barrels; Manchester reports, 22s.; Hull reports that an advance of 7s. 6d. to 10s. has been the case at that place of production, and Glasgow reports, 21s. 6d. The average of these prices might be said to be about 22s. per cwt., which would make the cost in Toronto for English oil about 3 cents per gallon above the Canadian carload price. There is a decidedly firmer tone, locally, as prices in the U.S., too, have advanced consequent on the shortage of seed. Raw oil per barrel is yet 59 cents, and 62 cents is the quotation for boiled in single barrels.

WHITE LEAD.—Unchanged market quotations prevail. No. 1 is $5.40 to $5.65; pure white from $5.80 to $6, and a superior line is offered at $6.25. Genuine red lead is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs. Trading is very active. Red lead is also selling well.

PARIS GREEN.—Business is very fair this week, due, no doubt, to the lower quotations—25 lb. drums at 17¾ cents.

STAINS AND VARNISHES.—These two lines with alabastine, enamels, whiting, etc., are very good sellers and demand is equal to anything during the past decade. Brushes, too, are going out pretty freely. They are at the old quotations, with 75 per cent. discount.

GLASS AND PUTTY.—The movement of a week ago proved to be a spasmodic one. The glass trade just now is anticipating, and until the middle of May, when the new glass arrives, no great demand is expected. The bookings early in the year call for fairly large quantities. Putty, too is rather quiet again.

SHELLAC.—This and other gum lines are easier and lower. Pure white is now $1.75; pure orange, $1.70; and No. 1 orange $1.25; standard orange is $1.55; and finest orange is $1.85; with standard and finest white 25 cents in advance of these latter two figures. All these prices are for barrel lots.

PETROLEUM.—Unchanged in condition and price. Prime white is 13½c; water white, 15½c. and Pratt's astral, 17½c.

MONTREAL.

April 23.—The bright tone noticed last week is maintained, and orders are swinging in freely. Should shipments keep up in the present satisfactory manner, and they show every appearance of so doing, the ground lost by any mid-winter slackness will soon be overtaken. The markets are firm and unchanged with the exception of shellac varnish which is easier. Ready mixed paints continue to be a prime mover, showing evidences of a strong spring movement.

TURPENTINE—A splendid inquiry exists for turpentine, the pure southern article apparently holding its own against all other kinds. Shipments are on the heavy side with the market unchanged in price, and we quote 55c for single barrels, net 30 days.

LINSEED OIL—Steady shipments are being made for ordinary sized lots. There is no tendency to stock up largely on the part of buyers, the great steadiness of the market apparently removing the article from speculation. There is no change in prices, and we quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; strictly net, 30 days.

GROUND WHITE LEAD—The output at present seems fully equal to that of other years at the same time. The demand was slow to arrive, but a satisfactory turnover is now being experienced. There is no change and we quote: Strictly pure, $5.50 to $6 according to brand, and No. 1, $5 to $5 50 f.o.b. Montreal.

RED LEAD—The recent strong demand for red lead seems to have sub-

Be ready to give an answer to every man who asks you a reason.

If

"ENGLISH" LIQUID PAINT

is the paint you handle you do not have to stop to think of an answer when asked why it is superior to others.

The formula label on the back of the can answers for it.

It tells you that the base of this paint is 70% Pure White Lead 30% Pure White Zinc prepared ready for use with pure Linseed Oil, Turpentine and Dryer.

It further tells you that the White Lead used is

BRANDRAM'S B. B. GENUINE

Just mail us a post-card and let us tell you all about our big newspaper campaign and our selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax

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Change is the Law of Life

And among the things which help people to live up to the law are

MOORE'S HOUSE COLORS

They create a change that is agreeable, lasting and pleasant—one that can be carried out at small cost and in any desired color. The hardware merchant should impress this on his customers and also let them know that Moore's is a pure linseed oil paint. While moderate in price, it is second to none in quality.

START RIGHT BY ASKING FOR OUR COLOR CARDS AND PRICES

BENJAMIN MOORE & CO., Limited

WEST TORONTO, CANADA

NEW YORK CHICAGO CLEVELAND



STOCK UP *NOW*

THE LITTLE signs to the left indicate 3 of our most prolific sellers. They give good satisfaction and good profit. Each is a big puller—a great leader. We both guarantee and recommend adding these 3 to your stock. Get in a good supply for the Spring trade. **Now** is the time to push out for paint sales. Get the big 3 in your window. They are all of the very highest grade and never failed to please the most exacting customers. We built them up just for that class of trade. Every one has proved popular with the painter and profitable to the trade.



Our advertising and special helps to dealers will assist you in increasing your paint business. Write for our plans and terms.

Montreal **MARTIN-SENOUR CO., Ltd.,** *Chicago*

Pioneers Pure Paints

The Winnipeg Paint & Glass Co., Ltd.
Winnipeg

The Maritime Paint & Varnish Co., Ltd.
Halifax, N. S.

sided now that the spring shipments of supplies are near at hand. Quotations are firm and unchanged. Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

PARIS GREEN—The lower quotations have stimulated trade, and good orders are coming in from all parts of the country. We quote 1-lb. cartons, 18c; 1 lb. tins, 19c; 50 lb. drums, 17c.

SHELLAC—Conditions in the United States being slow to resume their normal activity, standard lines of gum are being freely offered with concessions for quantities. Shellac in particular is experiencing this desire to make sales, with the consequence that quotations locally are marked down 5c per gallon for shellac in liquid form. We quote: Pure white in barrels, $1.90; pure orange, $1.75; No. 1 orange, $1.35.

WHITE ZINC—There is no special feature to report, and the market is quiet and unchanged. Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—Putty is in good demand, and prices are well maintained. We continue to quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2.00; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

EVOLUTION OF PAINT.

It was no uncommon thing in the years gone by to paint the front of a dwelling, the part facing the road, white in lead and oils and the rest of the structure red, says an exchange. The latter color the farmer found much cheaper because he got it by mixing Venetian red with butter milk. Pride and high grade mixed paint at reasonable price rapidly did away with the necessity of such economy.

Twenty-five years ago the consumer looked with suspicion upon mixed paint, and rightly so, because most of it was adulterated, and only the maker himself knew what went into it. It didn't take a purity law to straighten out this situation. Keen competition and chemical analysis of the other man's goods soon showed the deception. As a result mixed paints have come to stay.

Paint used to be considered a luxury, but that idea is rapidly going out. The farmer now is not painting his house so much with the idea of preserving it as of improving its appearance. It's the next thing he thinks of after the mortgage is paid off. The automobile has been a great spreader of the color notion. A machine of distinct hue has reminded the farmer that maybe his house wouldn't look bad painted that shade. Then his neighbor takes up the idea, and so on.

CHICAGO PAINT INDUSTRY.

Only 70 years ago the first manufacturing plant was established in Chicago and to-day over 20,000 industries employ a capital of $600,000,000 and give a yearly output of a billion dollars says a Chicago exchange. Despite her youth, in two generations Chicago turns out three-fourths of the volume of New York's annual manufacture. With this development the paint industry has grown apace and to-day Chicago stands second to no other city in its output of paint, oil and varnish. Its nearness to the source of supply of most of the raw material used in the manufacture of paints, together with the use of modern machinery and up-to-date methods, has enabled the paint manufacturer of Chicago to stand before the world as an exponent of scientific manufacturing methods and supreme quality of the products. The ineffective, wasteful methods of the past have given way to the methods of modern manufacture. To-day well paid experts test the use of raw materials and watch every process of manufacture. This paint making of to-day, and by this we mean scientific machine prepared paint, is but an evolution of the time. It is the same advance movement in the paint world that shows itself in other fields; the same movement as that which displaced the old system of setting type by hand by the up-to-date linotype machine. The national consumption has grown from nothing twenty years ago to approximately 90,000,000 gallons during 1907; one gallon for every man, woman and child in the United States. In this development in Chicago along scientific lines each manufacturer has done his part and added his mite of knowledge to the general sum for the good of the industry. In comparison with other manufacturing industries in Chicago, the paint industry stands eighth in capital and production, the output being not far from $25,000,000 annually. There is an artistic side to the development of paint manufacture which is not generally understood. The manufacturers of paint to-day must be in touch with the artistic sense of the people. The decoration of our modern houses and public buildings demands an appreciation of artistic values and effects. It is better to sell on quality than to sell on price. The price is soon forgotten, but the paint and paint materials stand out for themselves and are long remembered. Competition grows keener every day, and only by hard work and close attention to details is the manufacturer able to make a success.

PAINT NOTES.

The Crescent Oil Company will build a storehouse in Hamilton during the present year.

Mathewson Bros. have sold their painting and wall paper business which they have conducted at Port Colborne for a number of years to Smith Bros. of St. Thomas, who will take possession at once.

Florida is the banner turpentine and rosin state, according to a report just issued by the United States government forest service. The entire country produced 36,500,000 gallons of "turps" and 4,000,000 barrels of rosin in 1908, and of this amount Florida furnished more than 17,000,000 gallons of the turpentine, and nearly 2,000,000 barrels of the rosin.



The charm of the

Canada Paint Co.'s Paint

is its beauty and its strong stand against WEAR and WEATHER

These qualities are to be found in GENUINE PAINT only—for instance, that of the CANADA PAINT COMPANY. There are a number of disappointing imitations, but all reputable hardware shops sell the PAINTS, VARNISHES and manufactures of the

Canada Paint

COMPANY



Ramsay's Creosote Stains



Don't lose the chance to make a few dollars on these beautiful shingle stains. These are daily becoming more fashionable. You should post yourself on the full line. We have beautiful show cards telling all about them. Don't pay the high prices for imported goods. You don't need to, and the goods are not worth it.

Ramsay's Shingle Stains

are in perfect accord with the demands of architects and house builders for the proper line to protect and beautify the shingles on every roof. Write us.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 - The Paint Makers

HOW'S YOUR PAINT BUSINESS?

Is it increasing? It is just what you make it. You can build it up to big proportions if you sell the brand that meets the wants and ideals of your customers. Get a good start by specializing in

NEW ERA PAINT

Here is its composition—

Pure White Lead; Oxide of Zinc; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

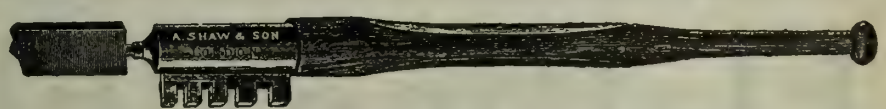
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Successors to
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Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
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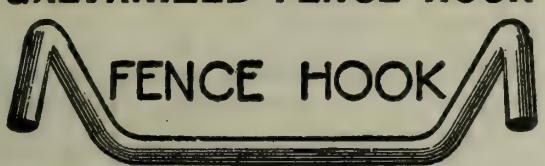


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For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

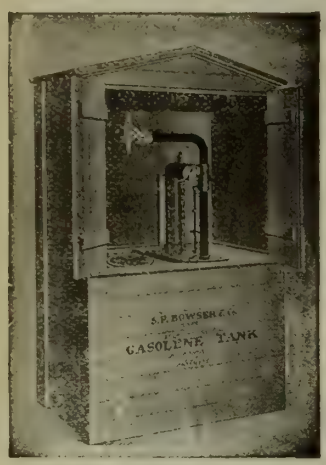
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Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

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STORE IT IN A BOWSER OUTDOOR CABINET



Cut 10—Outdoor Cabinet

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5445. It's free.

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If you have an old Bowser and want a new one, write for our liberal exchange offer.

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Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

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Floor Work Cabinet Work

NOW IS THE SEASON TO RUSH THE TRADE

"Make Hay while the Sun Shines" is a good motto, but no better than the rule of action to push the sale of floor and cabinet finishes during the busy house cleaning and painting period.

FLATTINE for Floor Finish contains no wax, is tough and durable and does not show evidence of wear or scratches. It dries over night.

FLATTINE for Cabinet Finish produces an even and full flat finish. It resists the action of moisture and does not mar or scratch white.

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Gloss White for Exteriors
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Smokestack Paint
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Reliable and **profitable** lines for the **dealer** to handle.

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Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

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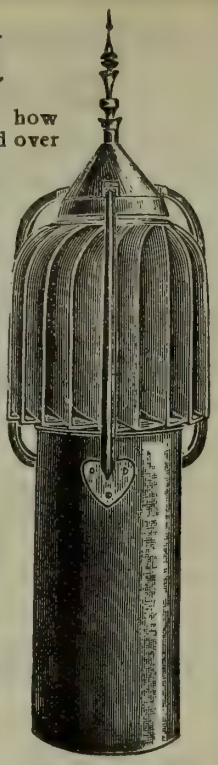
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It must be conceded that for the most perfect Boiled Linseed Oil, the life of the Raw must be preserved in the Boiled for durable painting. The mission of Linseed Oil is to preserve wood and iron from the destroying effects of oxygen of the air. Hence the same durable, preservative qualities of Raw Oil should exist in Boiled Oil. Our "Maple Leaf" brands of Pale and Double Boiled Linseed Oils are PERFECT and fill these requirements. Try a sample lot.

Canada Linseed Oil Mills, Limited
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Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our

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THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
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Messrs. J. W. Harris Co., Limited,
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Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

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The "BUCO" Cultivator



NOW IS THE TIME to sell the "Buco" Garden Cultivator

Get After the Gardening Trade It Will Pay You

The "BUCO" kills the weeds while it cultivates the ground. It's just like the picture, but has handle 4½ ft. long.

It sells itself. Just show it.

Backed by our guarantee to the extent that it is money back to you or to your customer if it does not give entire satisfaction in work.

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are good sellers. Dealers should send for 1907 Catalogue and discounts.

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SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

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Why not use a

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to ring your bells? Saves renewing your batteries—lasts a life time—no changes in wiring necessary for A. C. 100—125 volt circuits, giving 6-12-18 volts. Insulated for 2000 volts. Approved by Underwriters.

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Cut on the left side shows the best Toy Automobile ever placed on this market. Strongly made, prettily painted—an unquestionably brisk seller in every locality where children are found.



Cut on the right shows Practical Delivery Wagon. Made in two sizes. Best on the market for Grocers, Butchers, Printers, etc., guaranteed to carry from 500 to 700 lbs. Hardwood body, 36x18x6 and 39x23x8 inches, painted red, striped and varnished. Wheels 14 inches, iron spokes and tires, gears made of heavy band steel. Our Big Advertising Campaign is creating business for you in these goods.

Send for Catalog "D."

The Gendron Mfg Co., Limited

Toronto, - Canada



SHRP-SHAVR SAFETY RAZOR



25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

Shrp-Shavr Razor Co

Smith Hardware Co., Limited

2 & 4 Lemoine Street

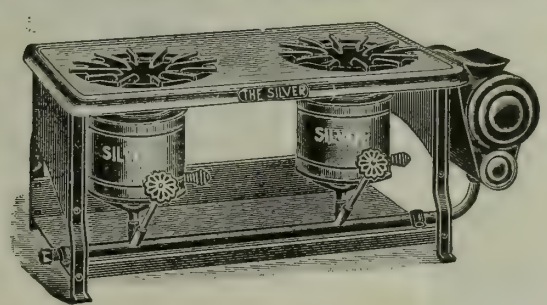
Montreal, Canada

We sell it at 25c. to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVERPLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

WICKLESS BLUE FLAME OIL STOVES



The summer season will soon be here. Are you prepared to meet the requirements of your customers for

Oil Stoves, Gasoline Stoves and Ovens?

Look over your stock, and write us for prices and catalogue showing our full line of Stoves and our TEN DIFFERENT styles of ovens.

E. T. Wright & Co., Hamilton, Can.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

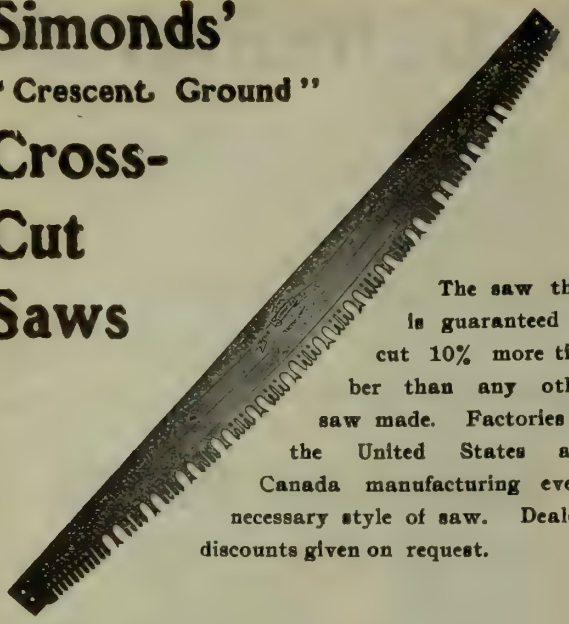
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

Simonds'

"Crescent Ground"

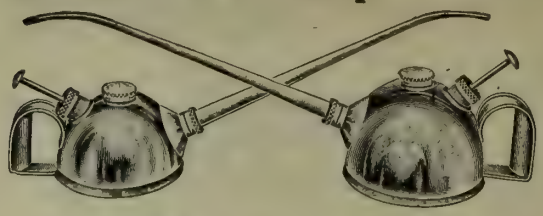
Cross-Cut Saws

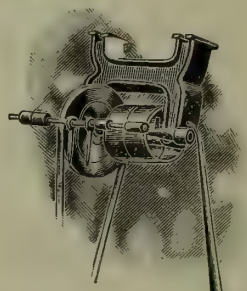


The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

Howlands Pump Oilers





For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.



PAGE WHITE FENCES

Get the Best. Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.

THE PAGE WIRE FENCE CO., LIMITED
Largest fence and gate manufacturers in Canada

WALKERVILLE TORONTO MONTREAL ST. JOHN VANCOUVER VICTORIA 222

Gray's Perfect

Blue Print Patterns

For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS

Made in two sets.

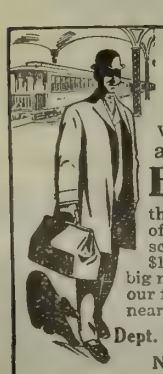
SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

SET B—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 20 to 40 inches. Price, $1.50

SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

Information regarding Skylight Patterns, Metal Window Patterns and Miscellaneous Patterns will be given on application to

TECHNICAL BOOKS
10 Front St. East Toronto



BE A SALESMAN

We will teach you to be an **Expert Salesman** in eight weeks by mail, and assist you to secure a position with a reliable firm. Through our

Free Employment Bureau

the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from $1,000 to $10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip," Address our nearest office.

Dept. 288 National Salesman's Training Association
New York Chicago San Francisco
Kansas City Minneapolis

Name ..... P. O. ..... State ..... R. F. D. 288

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized Flat Sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

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SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

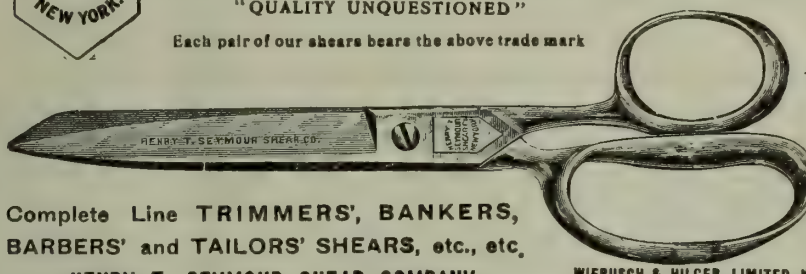
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

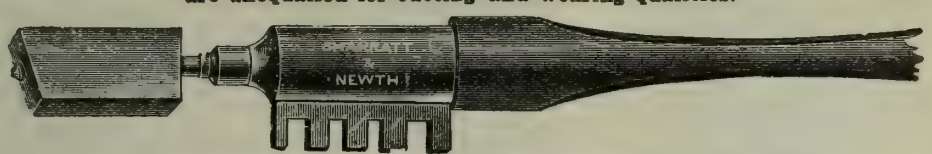
R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto.
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 20
Heads, per 100 lb	2 65	2 45
Tank plates, 3-16 inch	2 50	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 22
Tubing, iron pipe size, 1 inch base.	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 00
Cut lengths, round, bars, ¼ to 2 in.	21 00	
Plain sheets, 14 oz.	21 00	
Plain, 16 oz,, 14x48 and 14x60	20 00	
Tinned copper sheet, base	23 00	
Planished base	26 00	
Braziers' (in sheets). 4x8 base	20 00	

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 50
Middlesboro, No. 3 pig iron	16 50	20 00
Summerlee, No. 2 "	18 25	21 50
Carron No. 1	22 50	
Carron, special	20 75	
Carron, soft	19 50	
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)		25 00
Angles	2 60	2 50
Common bar, per 100 lb	1 85	1 90
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	2 20
Mild steel	1 85	
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	1 95
Iron finish steel (foreign)	2 25	
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	
B.P.L. tool steel		0 10½
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. $32 50 33 00

TINPLATES.

Charcoal Plates—Bright M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
I X X, 14 x 20 "	7 75

"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I X X, 14 x 20 "	5 25

Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.		
72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 75	3 90
Bar,	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07	0 07½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work. 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " " 1 65
No 7 fuller " " " 2 00
No. 44. " " " 2 00
Patent Compression Cushion, basin cock, hot and cold, each $1.25
Patent Compression Cushion, bath cock, No. 2208, each 2 20
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

Bathtubs, 5 feet, 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30, $7 85.
Closet combinations, $15.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—50 per cent.
Steam Radiators—60 and 2½ per cent.
Wall Radiators—50, 10 and 10 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	2 86
⅜ "	2 25	3 08
½ "	2 63	3 48
¾ "	3 16	4 31
1 "	4 54	6 19
1¼ "	6 19	8 44
1½ "	7 43	10 13
2 "	9 90	15 50
2½ "	15 81	21 56
3 "	20 76	28 31
3½ "	26 13	35 63
4 "	29 70	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70; standard bushings, 70; headers, 70; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, tipped unions 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb.	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

OLIVE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

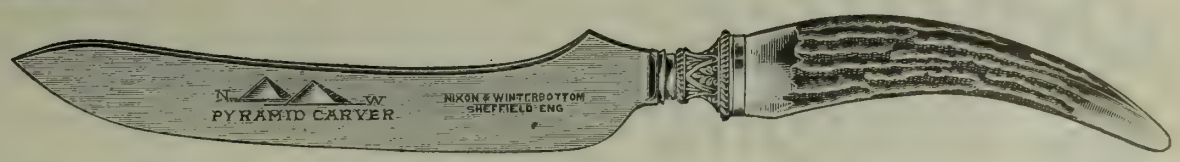
Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" " 100-lb. kegs	0 09

N W TRADE MARK

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 65
" 100-lb. drums	1 90
Bladders in bbls	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 58
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	5 65
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 90
Pure Orange, "	1 75
No. 1 Orange, "	1 35

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" pale		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B. H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2.30.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Canadian door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre. 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 70	1 75
Belgium	1 80	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Bellance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 75
over 12 in. " 3 75
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61. "	0 60	0 70
Harness, crescent, 10 inch, doz		2 25
" No. 141, 10x12, doz		1 00
Hat & coat, crescent, plated, dz.		0 75
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour s car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Miller's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

PICKS.

Per dozen	6 00	9 00

Amatite ROOFING

TRADE B MARK

FIVE ROOFINGS TESTED

GENTLEMEN: OAKFORD, Pa., February 15, 1908.

The Amatite Roofing you advised me to try has proved to be the best roofing I have on any of my chicken houses, having tested it for two years with four other roofings. Consequently, when I was compelled to buy a new roof on my wagon house, I used Amatite.

If you see fit to use this letter as a testimonial, you will be doing the chicken fanciers a great benefit.

If anyone wishes to see how the roofing lasts I will be pleased to have them visit my farm.

Yours truly,

HILL CREST FARM. WILLIAM F. FOTTERALL.

This is the kind of letters which we get daily regarding Amatite.

When it was first put on the market a great many people were attracted by it, but did not wish to spend all their money in a new type of roofing, so they used some Amatite with the old-fashioned "smooth-surfaced" roofings right alongside so as to get a good comparison of their durability. Now they are finding that Amatite WITHOUT ANY PAINTING lasts longer than other roofings that need CONTINUAL PAINTING, and they are writing in letters like the above.

Amatite has a surface of REAL MINERAL MATTER which will not rub off or wear off, as the coal tar pitch which holds it in place is a powerful adhesive.

The price of Amatite is very low. The smooth-surfaced roofings sold at the price of Amatite are usually a one-ply or half-ply grade which is very flimsy and light in weight, and do not compare with Amatite, which is FIVE-PLY. Amatite has a double layer Coal Tar Pitch, a double layer of wool felt, and A REAL MINERAL SURFACE.

Send for a sample of Amatite and see what the mineral no-paint surface looks like. You'll then understand why it is so much better than "painted roofing."

THE PATERSON MANUFACTURING CO., LTD. Toronto Montreal Winnipeg Vancouver St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.		
Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.....		1 15
Ivory, No. 1282, 2 foot, each....		3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c.; No. 3 and 4 grade, 45 p.c.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz.....	$23 00
Iron, No. 492, "	1 85
" " 493 "	2 45
" " 494 "	3 25

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft., each....	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

Berg's, brick, 9?4x11		4 00
" pointing, 9?4x5.....		2 10

FARM AND GARDEN GOODS

BELLS.

Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....		9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25
Crown		4 85
Crescent.....		6 50
Sovereign.....		7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		
Steel, track, 1 x 3-16 in (100 ft)		3 25
" " 1½ x 3-16 in (100 ft)		

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ⅝ " .... "	10 00
" " ¾ " .... "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web..... "	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " No. 2.....	5 50
Saw Vise..... 4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.	

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list.....	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 30 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron ..... "	4 25
Set, case hardened, dis. 60 per cent.	
Square Cap, dis. 50 and 5 per cent	
Hexagon Cap, dis. 45 per cent.	

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's.....	8 50	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

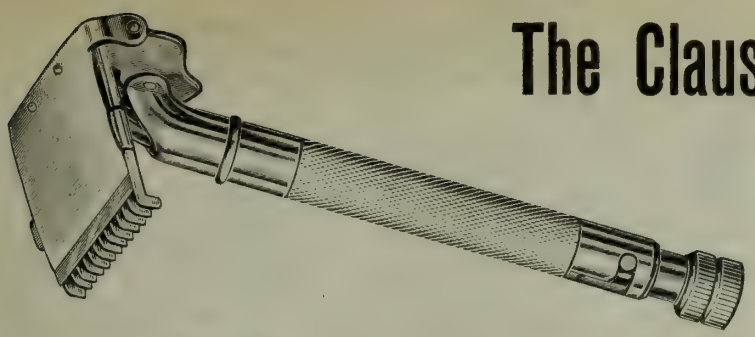
Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
ymour's, 50 and 10 per cent.



The Clauss Automatic Safety Razor

This razor is simplicity itself. It is antiseptic. No loose parts to get lost. Made of best material and silver plated throughout. Each blade sold under a positive guarantee. Twenty-four cutting edges with each razor. Clauss Automatic Safety Razor retails for **$4.00**

Merchants, Write for Trade Discount

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

APPLE PAREES.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz.....	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz....		0 65
Potato mashers, wire, per doz...	0 60	0 70
" wood " ..	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1..		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103.....	1 35	2 00
Kitchen hooks, bright.....		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined..... per doz.	2 20	5 60
Galvanized..... "	1 87	3 85
King, wood..... "	2 75	2 90
King, glass..... "	4 00	4 50
All glass ..... "	0 50	0 90

METAL POLISH.

Tandem metal polish paste..... .... 6 00

PICTURE NAILS.

Porcelain head .....per gross	1 35	1 50
Brass head.....	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain.....	4 25
" plated.....	5 50
Asbestos, per set.....	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary.....per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Creamery cans, 40 p.c.
Railroad and cream cans, 45 p.c.
Creamery can trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 35 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch..... " ...	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch..... "	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

No. 9, $2.30 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $2.85; 6, 7, 8, $2.80; 9, $2 35; 10, $2 85; 11, $2.90; 12, $2.50; 13, $2.60; 14, $3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb banks, 50c., in ¼-lb. hanks 75c., in ½-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING

Galvanized barb.....	2 65	2 70
Galvanized, plain twist	2 95	3 00

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz....		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 "		10 00
3 " "		8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops.....	1 20
Crescent mops.....	1 50
Folding ironing boards.....	16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per dos.	8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " '	63 00
Eclipse and Snowflake.....	54 00
Dowswell.....	39 00
New Century and Bluebelle	75 00
Daisy.....	54 00
Stephenson.....	74 00
Spotless.....	69 00
Puritan Motor.....	156 00
Connor, improved.....	39 00
Ottawa	42 00
Connor Ball Bearing.....	87 00
Connor Gearless Motor Washer	144 00

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz...	33 75	35 00
Royal American, 11 in..	33 75	35 00
Eze, 10 in., per doz		36 75
Challenge, 3 year, 11 in.....		36 50
Ottawa, 3 year, 11 in		41 50
Favorite, 5 year, 1 in....		42 50

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	2 25
Small heel .... '	4 50

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle..... ..... "	0 22	0 33
Screw .... "	0 22	1 00
Awning ..... "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout ...	1 80	16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal.....	0 09
Pure Manilla	0 11
"British" Manilla.....	0 09½
Cotton, 3-16 inch and larger.....0 21	0 23
" 5-32 inch 0 25	0 27
" ¼ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 08½
double	0 09
Sisal bed cord. 48 feet.....per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb. 0 33	0 45
Staging " " 0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita .....per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe.....	"	....	0 10
Deer Creek.....	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	'		0 10
Scythe..... .....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton..		20 00	22 02
' under 40 lb., "			24 00
200 lb. and over			00 00

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Sonne, Thos., Montreal

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Baskets
Oakville Basket Co., Oakville, Ont.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill., U.S.A.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Brushes
Nelson, H. W. Co., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies
Canada Wire Goods Mfg. Co., Hamilton
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Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
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Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chain
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.
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Chafing Dishes.
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Clippers—All Kinds
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Chicago Flexible Shaft Co., Chicago

Clothes Pulleys
The U. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
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Cold Rolled Strip Steel
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Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls, Ont.

Cuspidors.
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Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
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Cultivators
Bailey Underwood Co., Ltd., New Glasgow, N.S.

Cutlery—Razors, Scissors, etc.
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Clauss Shear Co., Toronto
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
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McGlashan, Clarke Co., Ltd., Niagara Falls

Door Checks
Le Page Door Check Mfg. Co., Toronto

Electric Dry Batteries
Electrical Specialties, Ltd, Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
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Enameled Ware
Davidson, Thos., Mfg. Co., Montreal
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Engine Supplies, etc.
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McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
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Montreal Rolling Mills, Montreal.

Feather Dusters
Nelson, H. W., & Co., Ltd., Toronto

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Firearms and Ammunition.
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Fire Escapes
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
Grove Chemical Co., Appley Bridge, Eng

Grey Iron Castings
Katie Foundry Co., Galt, Ont.

Hammocks
Dominion Hammock Mfg. Co., Dunnville, Ont
Nelson, H. W., & Co., Ltd., Toronto
The I. E. Palmer Co., Middletown, Conn

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co., Hamilton.
Soss Invisible Hinge Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Safety Razors.
Kampfe Bros, New York

Sash Weights
The Katie Foundry Co., Galt, Ont.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg, Mass.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Belleville Iron & Horseshoe Co., Belleville, Ont
Montreal Rolling Mills, Montreal.

Hose Couplers.
The Time Saving Coupler Co., Toronto

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer, Ont
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamp Black.
E Fielding, Toronto
Wickes, Martin & Wilckes, New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lawn Sprinklers.
Standard Stamping Co

Linseed Oil.
Canada Linseed Oil Co, Ltd, Montreal

Locks, Knobs, Escutcheons, etc
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
W m F Heise, Chicago

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Clare, Little & Co Saskatoon, Sask

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette St, New York
Montreal Rolling Mills, Montreal
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co. Hamilton Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Padlocks.
Brass and Steel Goods Co., Belleville

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd, Montrea
Jardine, A. B., & Co, Hespeler, Ont.
Kate Foundry Co., Galt, Ont.
Kerr Engine Co., Walkerville, Ont.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Stairs, Son & Morrow Halifax, N.S.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Portable Ovens
Warren Mfg. Co., Toronto

Portland Cement.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, 8 Reade St., New York
Nixon & Winterbottom Sheffield Eng

Rivets
Canada Screw Co., Hamilton, Ont.
Hassall, Jno., 183 Lafayette Street New York.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque, Ont

Roofing Supplies.
Brantford Roofing Co Brantford.
Barber Asphalt Co, Philadelphia
The Winnipeg Paint & Glass Co., Winnipeg
Barrett Mfg. Co., New York.
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Canadian Fairbanks Co., Montreal
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Sewer Pipes.
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J.

Shovels and Spades.
Canadian Shovel & Tool Co, Hamilton Ont.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls, Ont.

Snaps
Covert Mfg. Co., Troy, N.Y.

Soil and Water Pipes
Katie Foundry Co., Galt, Ont.

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
Thos. Davidson Mfg. Co. Montreal
McClary's, London, Ont.
Kemp Mfg Co., Toronto

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
Jas Smart Mfg Co, Ltd, Brockville, Ont
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Structural Steel.
The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton

Tapes.
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools—All Kinds.
Howarth, James, & Sons, Ltd., Sheffield.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal
Geo D. Pearson & Co., Montreal

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont

Wax Pads.
Anoker-Theim Co., Chicago, Ill.

Wagons—Childrens.
Gendron Mfg Co., Toronto
Woodstock Wagon Co., Woodstock

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montrea
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Revillon Bros., Edmonton, Alta.
Hobbs Hardware Co., London, Ont
Wm Stairs Son & Morrow Co, Halifax

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES, IMPERIAL COTTON DUCK,
ARTHUR JAMES' FISH HOOKS, SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

Read a Few of the Comments of the Leading London Dailies on the Supremacy of the Ross Rifle at the 1908 Bisley Meet.

"Long range Champion, breaks all records, a rifle of wondrous precision." *London Morning Post, July 16th.*

"Records broken at Bisley. A fine Canadian rifle." *London Daily Express, July 16th.*

"Record scoring with the Ross rifle." *London Daily Telegraph, July 15th.*

"Champion of the year." *New York Herald, July 16th.*

"Performance phenomenal by the Ross rifle." *London Field, July 18th.*

"The new Canadian rifle has made an unexpected and altogether successful appearance." *London Daily Mail, July 15th.*

"Great triumph for the Ross rifle which has beaten all the world's rifles." *London Standard, July 15th.*

"Many experts declare that Ross rifle better than new U.S. Rifle." *Nottingham Guardian, July 17th.*

"An individual triumph, the Lee-Enfield hopelessly beaten." *London Morning Post, July 15th.*

"The Ross rifle achievements were truly remarkable." *London Evening Standard, July 15th.*

"Great victory for the Ross rifle from Canada." *London Daily Express, July 15th.*

"The rifle of the future is the Ross rifle." *London Times, July 16th.*

"A 'plague of possibles' with the Ross rifle." *London Sphere, July 15th.*

THE ROSS RIFLE CO., - QUEBEC



This Trade Mark is a Sign of Sound Quality

Whenever you see this trade mark on a package you know that the contents are the best of their kind.

Stove and Tire Bolts

Sink and Sleigh Shoe Bolts; Wood Screws; Wire Nails; Tacks; Machine Screws; Iron, Brass and Copper Rivets and Burrs; Staples; Corrugated Fasteners; Wire, Bright, Coppered, Tinned, in coils or cut to lengths.

ASK YOUR JOBBER TO SHOW YOU CANADA SCREW CO. GOODS

Canada Screw Company, Limited

Toronto Hamilton Montreal

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

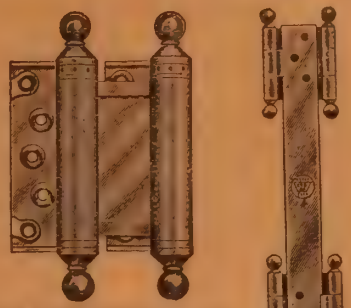
WALKERVILLE, ONT.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

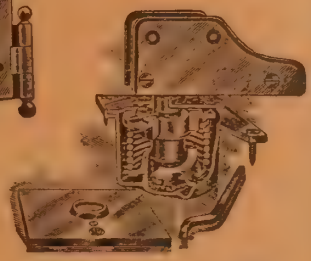
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

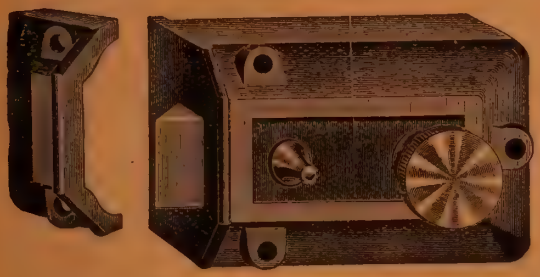
TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

The Spring Building Trade is just about due



Cylinder Night Latch, No. 103.



Have you the right assortment of rim and mortise locks, inside, front door and store door sets, and

BUILDERS' HARDWARE

to meet the big demand? Ask your jobber to show you the Peterborough Lock Company's line. Sold by all the leading Canadian jobbers.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

TRADE MARK.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"It holds, where others fail"

WE WANT YOU TO TRY

EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

Sheet and Spiral Packing

Long Fibre Asbestos and Rubber Perfectly Combined

Manufactured in Canada solely by

THE GUTTA PERCHA & RUBBER MFG. CO. of TORONTO, LIMITED

HEAD OFFICES.

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver

We can offer from stock or to arrive opening of navigation

Sicilian Sulphur in bags or barrels

"Homco" Brand Castor Oil

"V.M." Brand Zinc Oxides

Nitrate of Lead

"F.B.&W." Brand Red Lead

"F.B.&W." Brand Litharge

"F.B.&W." Brand Orange Mineral.

B. & S. H. Thompson & Co., Ltd.

381-383 St. Paul St., Montreal, P.Q.

DELTA

TRADE MARK

DELTA

DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY

FILES

The Highest Grade File Made

The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 701-702 Eastern Townships Bank Bldg. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Bldg. LONDON, ENG., 88 Fleet St., E.C

VOL. XXI. PUBLICATION OFFICE: TORONTO, MAY 1, 1909 NO. 18.

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by leading Wholesale Hardware Houses

STEEL CLOSE SHEETS

are giving excellent results

FREE FROM BUCKLES AND SCALES

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

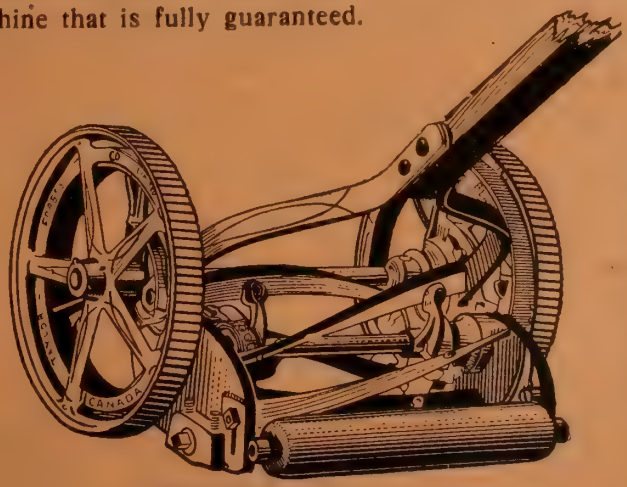
A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

A good thing is worth talking about

When you sell a TAYLOR-FORBES LAWN MOWER you are placing in the hands of your customer a machine that is fully guaranteed.

They represent the highest art and most advanced practical ideas in grass-cutting machines.

Every part is readily interchangeable.



Every Mower is self-sharpening and made of the very best materials. That's why 95 per cent. of the Hardwaremen handle them in preference to others.

SEND FOR OUR CATALOGUE

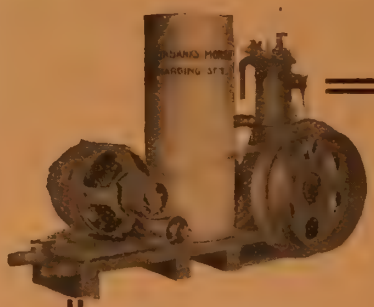
Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph - Ontario

TAYLOR-FORBES CO. Limited, 122 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, 290 Garry St., WINNIPEG, MAN.

Don't Wait for Something to Turn Up. Try a "WANT AD."



ELECTRICAL OUTFITS

BUY A FAIRBANKS MORSE GAS OR GASOLINE ENGINE AND LIGHT YOUR OWN STORE

Plenty of Light at the Lowest Cost



CHEAP LIGHT

The H. L. P. McNeil Co., of New Glasgow, N. S., dealers in boots and shoes, have for the past two years manufactured electricity for lighting purposes. They make use of a 4-H.P. vertical kerosene engine belted to a 2½ K.W. direct current dynamo. This gives them the equivalent of about 35-16 C.P. incandescent lamps, which is ample for lighting two stores.

Several tests made show that the cost of lighting figures under 5c per kilowatt hour—this including kerosene at 17c per gallon, and the small amount of lubricating oil required.

(*From the Canadian Industrial Review*)

HOW MANY dealers are to-day purchasing their electrical light for 5c per kilowatt hour?

We are prepared to instal equipments of any size for any requirements.

Send for illustrated catalogue and further particulars.

FACTORY, TORONTO, ONT.

The Canadian Fairbanks Co., Limited

Montreal

Toronto ***Winnipeg*** ***Vancouver***

St. John, N.B. ***Calgary***





The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is Warranted

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.

Fultonville

New York



This Trade Mark guarantees Satisfaction.

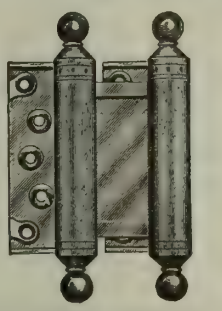


CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

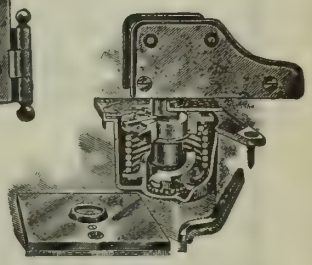


TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

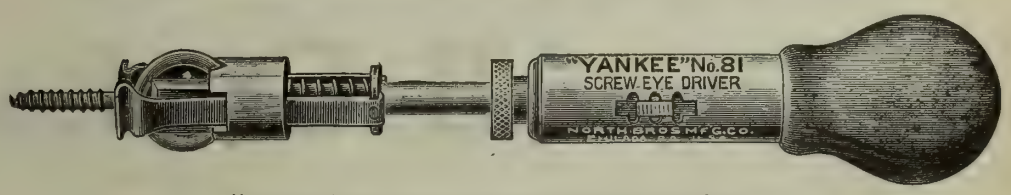
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

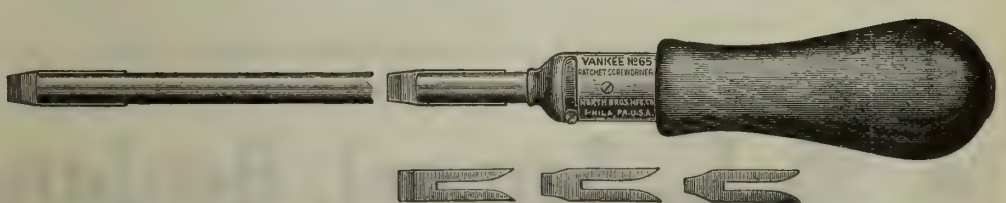
are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

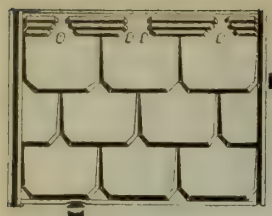


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Labor Saved Larger Profits

"Eastlake" Metallic Shingles guarantee this for the dealer. Quicker to apply than any other—fitting accurately, and therefore most easily laid.

Fire, Lightning, Rust and Storm Proof; not everlastingly in need of repairs.

25 years of service, and in good condition to-day" is the strongest guarantee you can have.

Satisfy your customers, supply them with the best. Our Metallic Rock-faced Store Fronts, Ceilings and Walls, Cornices, Sidings, etc., lend a handsome appearance to any building.

WRITE US FOR CATALOGUE and ESTIMATES

The Metallic Roofing Co., Limited

MANUFACTURERS

TORONTO WINNIPEG

1587



Sheet Copper

All Grades

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

No. 2



No. 1



No. 3



Illustrations of three Dana Freezer advertisements running in the leading magazines.

Thousands of women will read them—will ask you for the Dana Peerless.

Can't you hear the woman say to her husband, at the new Plaza Hotel in New York for instance:—"I wish we could make Ice Cream like this at home." And the husband who always knows it all replies:—

"The French Cooks in these big hotels use a different kind of freezer." And appreciate the humor of it when you find out that the Ice Cream served in the new Plaza Hotel is made in a Dana Power Freezer, exactly in the same freezer that we sell for the home, only bigger. That is the very point brought out in our advertising this year: Use the freezer the $10,000 French Cooks use.

Don't miss sales

The **best** freezer has to do **three** things **better** than **any** other.

Make the **best** quality cream. Freeze **fastest**. Be **easiest** to turn.

The Dana Peerless does **all** three.

Dana advertising is telling the women **why**.

No. 1 explains how the Dana is built along the lines of the old French Pot, the freezer that **never** fails, always gives the **smoothest** cream.

No. 2 shows that the Dana can is the **smallest** in diameter and the **tallest**—has the **greatest** surface next to the ice. Therefore, freezes **fastest**, just as a vessel of water with the greatest surface next the fire **boils** first.

No. 3 contrasts the **ordinary** dasher with the **Dana** dasher. The ordinary kind is **pushed** through the cream—**harder** and **harder** work as the cream freezes. The Dana is **stationary**—the **can** revolves—**no** resistance, except the thin film freezing on surface of can.

We also stock "Dana Frezo" all sizes One to Twelve Quarts
the best value low priced Freezer in the World

LEWIS BROS., Limited

Address All Correspondence to **MONTREAL**

OTTAWA TORONTO CALGARY VANCOUVER

SEASONABLE GOODS

Again Boat Hardware is in great demand. Have you placed your order yet? If not, get our Prices, they will interest you. Largest stock in the Trade.

Write for Prices. ***Send us a trial order.***

A few of the lines illustrated in Catalogue.

DIRIGO Folding Anchors.



OPEN

All sizes from 4 to 44 lbs. carried in stock.

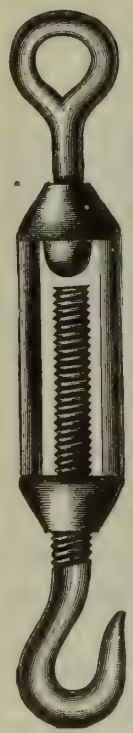
We also carry "Stockless" Anchors from 12 lb. to 56 lb. ea. and "Kedge" Anchors from 25 to 500 lb. ea.

See our Catalogue for this line.



CLOSED

All Good Sellers



TURNBUCKLES.

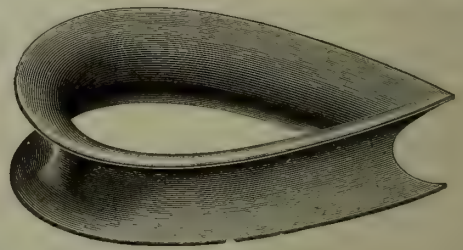


ANCHOR SHACKLES
Made in black and galvanized.



WIRE ROPE CLAMPS

Sizes carried in stock, 5/16" to 1½".



STEEL WIRE ROPE THIMBLES.

ASK OUR TRAVELLERS ABOUT THIS LINE. ***ORDER NOW.***

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.

THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in HARDWARE AND METAL is the right kind of bait to use when you have any proposition of interest to Hardware, Stove and Tinware dealers, clerks or travellers.

The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

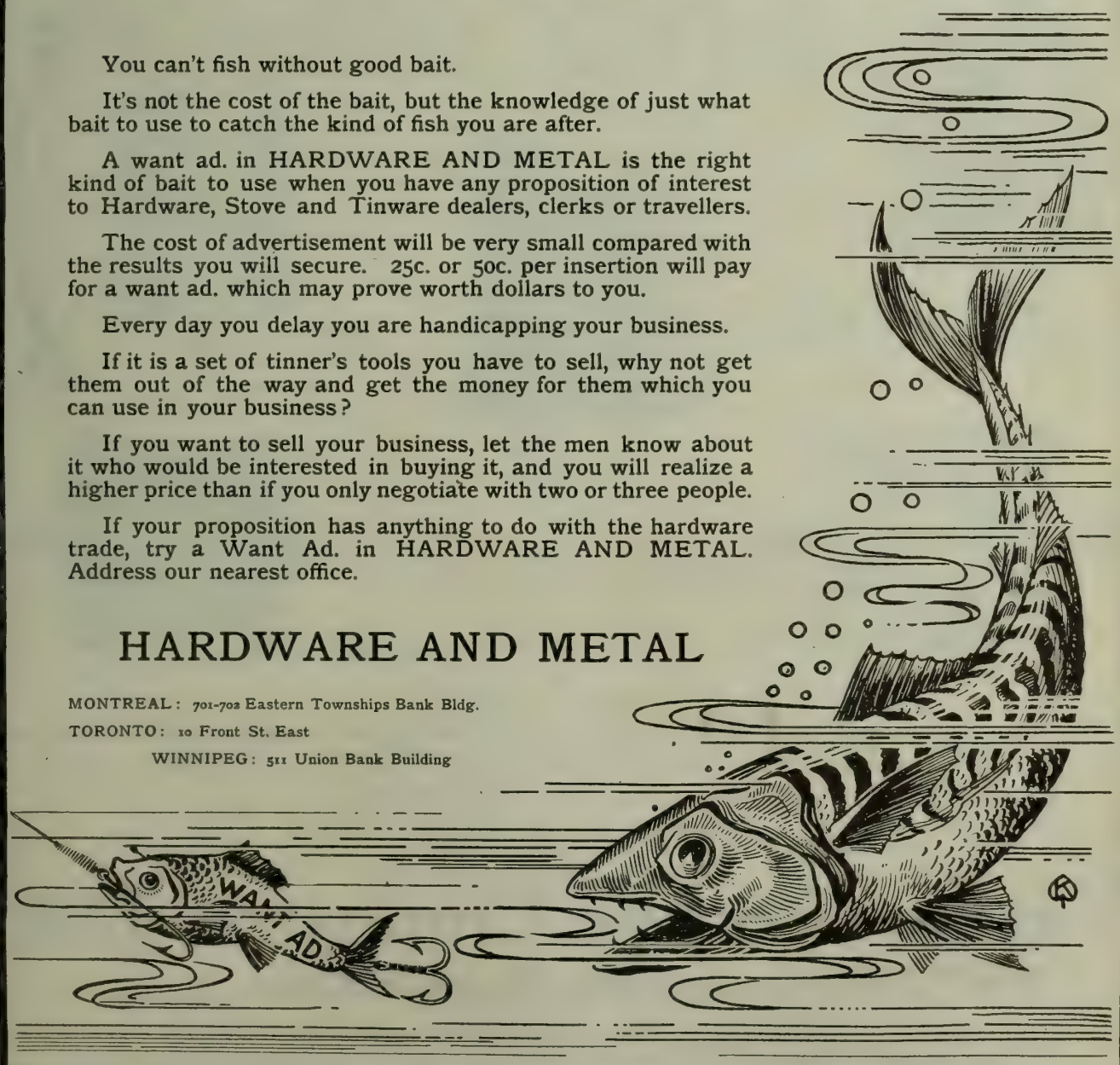
If it is a set of tinner's tools you have to sell, why not get them out of the way and get the money for them which you can use in your business?

If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

If your proposition has anything to do with the hardware trade, try a Want Ad. in HARDWARE AND METAL. Address our nearest office.

HARDWARE AND METAL

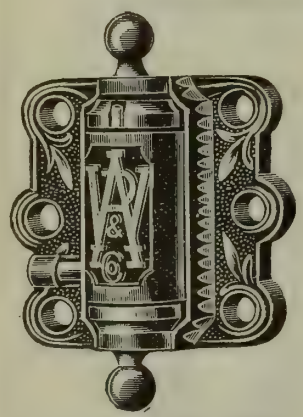
MONTREAL: 701-702 Eastern Townships Bank Bldg.
TORONTO: 10 Front St. East
WINNIPEG: 511 Union Bank Building



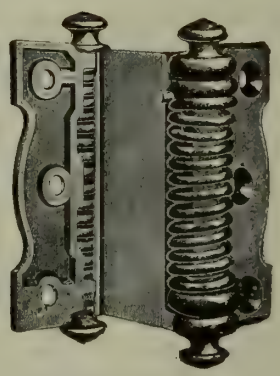
"T-F" Spring Hinges and Screen Door Sets

In presenting the accompanying illustrations of Screen Door Hinges and Combinations of Complete Sets, we especially desire to emphasize the essential points in satisfactory constructions

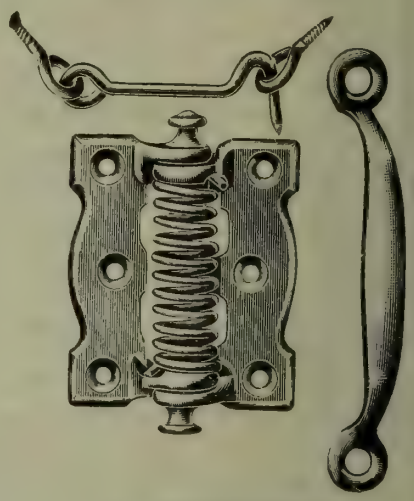
Castings—Clean and strong.
Springs—That will not straighten out or fail to act.
Finish—Attractive and wearing.



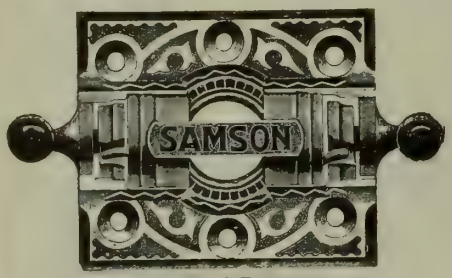
No. 20 Japanned, Plated Hinges, packed with screws



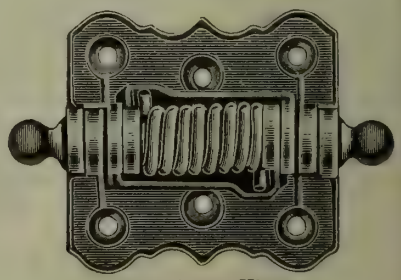
Double Acting Hinges



Screen Door Set



Hold Back Pattern



Single Acting Hinges

All the above points are embodied in our make of goods; the most important part, the spring, being made out of high grade Crucible Steel Wire, oil tempered—protect yourself from annoyance by insisting on having only our make.

Taylor - Forbes Company, Ltd.

Head office and Works: **Guelph, Ontario**

H. G. Rogers, 53½ Dock St., St. John, N.B. H. F. Moulden, Commercial Travellers Bldg., Winnipeg. Taylor-Forbes Co., Ltd., 122 Craig St., Montreal. W. A. Maclennan, Vancouver, B.C. J. B. H. Rickaby, Victoria, B.C.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

Our New
General Catalogue
No. 23

Is now being delivered by the Printers

It is the largest and most complete we have yet issued

Our prices are right.

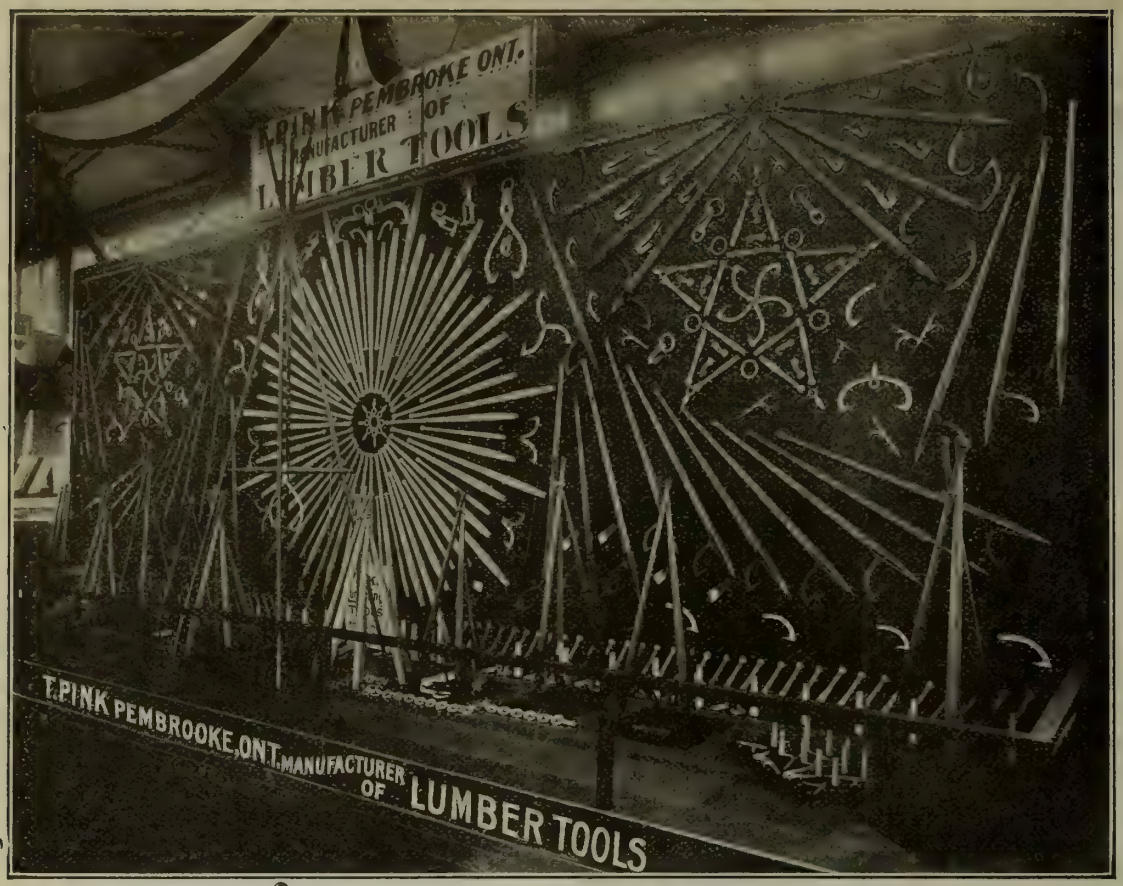
We ship promptly.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Every Little Bit Helps!!

Mr. Hardware Man,—Don't you often find that the "little sales" of the day are a big feature in the day's receipts and are often the lever to larger sales?

The Kaiser Wax Pad and Iron Cleaner

is a "little thing"—retails at 10 cent—but it is a household necessity, something entirely new on the market, a quick and big seller, with a good profit.

Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high-grade finish, equal to first-class laundries. She of course asks the dealer for advice—in return he offers her the common wax—She knows it is impossible to do good work with the common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—THERE SHE IS SURE TO DO HER BUYING—AND LEAVE HER ORDER FOR OTHER THINGS.

A post card to any of our Canadian agents or direct will bring a sample of this great little business getter.



PATENT APPLIED FOR

500 Circulars Packed in Each Gross.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

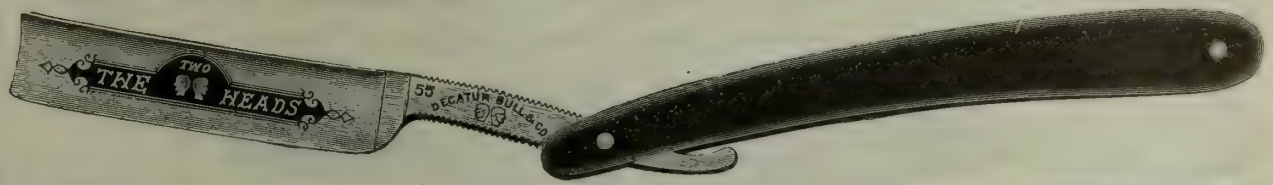
Dept. 54

Manufacturers' Agents calling on Hardware trade wanted in all unrepresented distributing centres of Canada.

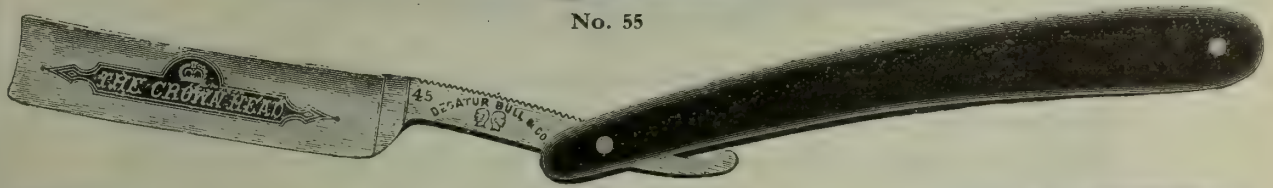
Canadian Agents:—Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B.C.
R. Grenier & Cie., 130 Rue Du Pont, Quebec.
R. F. Westhaver & C., 132 Hollis St., Halifax, N.S.

All Two Head Brand Razors

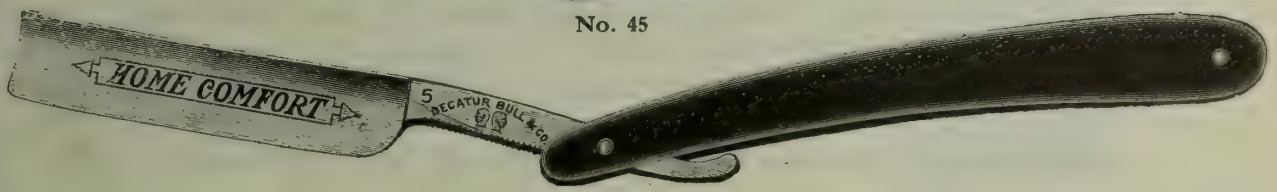
ARE PERFECT IN MATERIAL, GRINDING AND FINISH



No. 55



No. 45



No. 5 (Was No. 100, known to many buyers.)

MADE IN ALL SIZES. SQUARE AND ROUND POINT.

ASK YOUR JOBBER FOR TWO HEAD RAZORS. IF NOT IN STOCK, WRITE

DECATUR, BULL & CO.

For Catalogue and Prices.

SELLING AGENTS. MONTREAL, CANADA.



It is a very old and time worn saying that "a new broom sweeps clean" and it's true if the make is

"The Pansy Broom"

It will sweep cleaner and last longer than any other broom on the market. That's why it pays to handle the Pansy. It is made of the very best broom corn grown, at our factory, which is the largest and best equipped in the country. Each broom is bound securely, four strings, and has selected white maple handles, varnished with red and green fancy stripes.

BUY FROM THE MAKERS

H. W. NELSON & CO., Limited

TORONTO CANADA

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand

Registered



Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

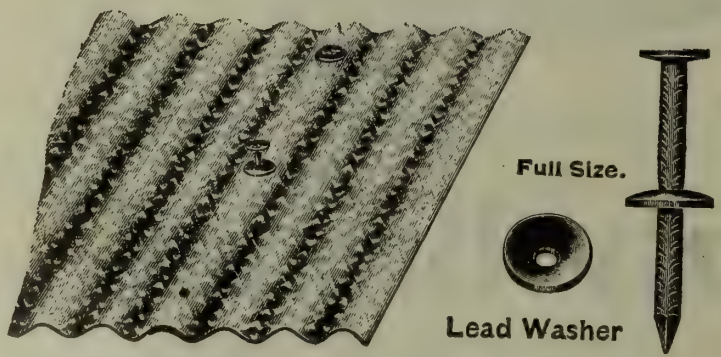
If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

Hamilton, Ontario

Leave the Money in the Country Wherein You expect to Make Yours

LEAD WASHERS



The illustration opposite shows the application of our **LEAD WASHER** to **CORRUGATED IRON ROOFING** and **SIDING**. The advantage in using same is that it makes an absolutely **WATER-TIGHT JOINT, PREVENTS LEAKING** and **RUSTING** at the nail hole, thereby prolonging the life of a **ROOF**. Send for samples and special prices.

325 Washers to the lb. Packed in Boxes of 100 lbs.

THE CANADA METAL CO., LIMITED, **TORONTO, ONT.**

New ways to satisfy old wants Open up new opportunities for sales



THE OLD APPLE TREE SWING and ONEIDA HAMMOCK CHAINS are new ways of satisfying old wants and they do it better than old methods. They are made of "Niagara" pattern steel wire chain, galvanized, and will hold a weight of 1500 lbs.

THE OLD APPLE TREE SWING was introduced by us last year when we handled only one size. Our sales were large and our customers report they took well. This year we have two sizes to offer. No. 75 is long enough to use on a rafter or tree branch nine feet from the floor or ground, and No. 100 twelve feet. They are put up one in a box and make a neat shelf package. Screw rings, cotton hand grips and apple tree board make the swings complete and attractive. They are very reasonable in price and sell at a good profit.



The ONEIDA HAMMOCK CHAIN also sold well last season. We have two sizes, No. 3 and No. 6, three and six feet long respectfully. The large illustration shows how they are used, and the box the style of package containing one pair.

Try sample lots of these two articles. You will find they will sell.



Caverhill, Learmont & Co.

Hardware, Iron and Steel

Head Office and Warehouse,
MONTREAL.

Warehouse at
WINNIPEG, MAN.

SHOWROOMS:

Toronto, 77 York St. Ottawa, 111 Sparks St. Quebec. Fraserville



The Proof of the Demand for The "Gillette" Safety Razor

Five years ago the ***Gillette*** factory was a single room with a handful of employees.

Since 1904, the Boston factory has been enlarged four times. The buildings shown above have four acres of floor space, and house seventeen hundred workers.

The world-wide demand for the ***Gillette*** necessitated the establishment of factories in Montreal, London, Eng., Paris and Berlin.

For the ***Canadian*** trade the ***Gillette*** is made in Montreal in the largest and most up-to-date plant in the Dominion devoted exclusively to the manufacture of safety razors.

To you this demand for the ***Gillette*** means, if you take advantage of it, a source of steady profit. Every day men everywhere—right in your neighborhood, among your customers—are discarding old-fashioned razors and makeshift safeties, and turning to the ***Gillette*** for shaving comfort and satisfaction. Some dealer in your town is going to supply them, get their steady trade in new blades, and reap the profits.

The profits are sure and substantial, too, for the selling prices are fixed—and there's no price cutting.

Gillette Safety Razor Co.

Of Canada, Limited

Canadian Office & Factory, 63 ST. ALEXANDER ST., MONTREAL

TRADE Gillette MARK

KNOWN THE WORLD OVER

The "Norka" Two-Grooved High Speed TWIST DRILL



THE DRILL WITHOUT A TANG

This is the strongest High Speed Twist Drill on the market to-day and will do accurate work.

BECAUSE:

It is twisted while hot, from "W & B" High Speed Steel; therefore, the grain of the steel is not disturbed in any way.

Our special process of tempering enables us to produce the necessary hardness for great wear, and at the same time to retain the toughness of the steel, which reduces breakage to a minimum.

There are no "tang troubles" with the "Norka" Two-Grooved High Speed Twist Drill, as there is no tang on the Drill.

In making the Drill, a piece of the steel is left untwisted to form a shank. The jaws of the chuck fit perfectly in the grooves of the shank and the Drill is securely locked therein with a clamping nut. This also centers the Drill and insures accuracy.

"Norka" High Speed Twist Drills are ground to size, highly finished and fully guaranteed.

If you are interested in reducing your expense of drilling, write us for further information and our High Speed Tool Catalogue, No. 72.



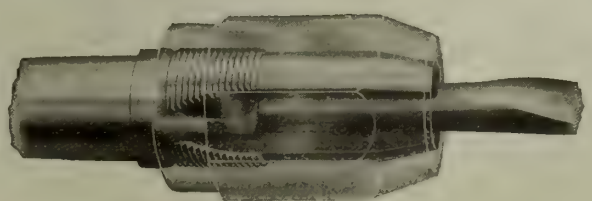
The "Norka" Chuck

The Whitman & Barnes Mfg. Co.

Canadian Factory and Sales Office

ST. CATHARINES, ONTARIO

W & B CO
TRADE MARK



View of Jaws of the "Norka" Chuck, Showing the Method of Holding the Drill

W&B
TRADE MARK

Export Trade

Represents the Great Future Market for American Goods

Manufacturers that cultivate the field **NOW** are assured of the largest share of this trade in the future.

Our service, the greatest single power in Export Trade, enables manufacturers to get their products prominently before the trade abroad. An efficient service, covering all export markets at minimum of expense.

The aim of the **American Exporter** is and has always been the up-building of a world-wide demand for American machinery and goods. Issued in two editions each month, one in English, and other in Spanish **(Exportador Americano.)** The two together cover all countries that import American goods.

It is the only journal of foreign circulation which regularly publishes its exact circulation every month in its editorial pages.

Stronger evidence of the AMERICAN EXPORTER'S strength in its chosen field could not be brought forward than the phenomenal growth in its advertising pages during the past three years. The AMERICAN EXPORTER in net volume of advertising business carried three years ago 52 pages of net advertising; two years ago 88 pages; one year ago 116 pages; carries to-day 122 pages. Its number of regular advertisers three years ago was 325; two years ago 400; one year ago 550; and to-day 650. It is seen that notwithstanding a "panic," there is a growth in the last 12 months.

An increasingly important feature of the **American Exporter** is the Foreign Trade Service maintained on behalf of its advertisers. This service includes the sending of our representatives into foreign markets to study conditions in the interest of our clients, the furnishing of selected names of possible customers or agents in any country, commercial ratings on prospective foreign customers, translation of foreign correspondence from and into any and all languages resulting from or pertaining to the advertiser's announcements.

Representative space regularly in the **American Exporter** gives you all the export advertising you need, for this publication covers every foreign market for your goods. This publicity. coupled with our Foreign Trade Service, provides you with the necessary facilities for conducting intelligently an export trade.

May we send more particulars?

AMERICAN EXPORTER

135 William Street, New York City

Established 1877 **Conducted by Export Specialists**

WYANDOTTE

Cleaner and Cleanser

FOR ALL CLEANING PURPOSES.

A Household Need in Dairy Kitchen Lavatory Nursery and Laundry.



Endorsed by the Foremost Agricultural Colleges in Canada and United States.

Sold under the broadest guarantee. Write for particulars and prices.

The Hobbs Hardware Co., Limited

DISTRIBUTORS

LONDON **TORONTO**

Get After the Structural Steel Trade

If you do not, someone else will. Do not be afraid to take initiative. Your connection with the hardware business will help you. This is a line which, with a little energy and hustle, will yield a handsome return to you. Advise us what building in your town will require structural steel and we will give you full particulars and every assistance in closing the contract. Drop us a line about our proposition. It means money to you.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

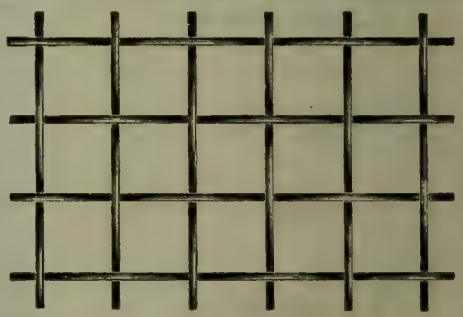
Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

WIRE CLOTH

FOR

Sand Screens. Coal Screens. Cinder Sifters. Evaporators.
Grain and Seed Cleaning Machinery. Milk Strainers.
Galvanized and Re-galvanized Cloth. Wire Lathing.
Window Protection. Malt Kiln Floors. Woolen Mills.
Smoke Stacks. Mining Screens and for all purposes.



The B. GREENING WIRE COMPANY, Limited

HAMILTON, ONT. MONTREAL, QUE.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

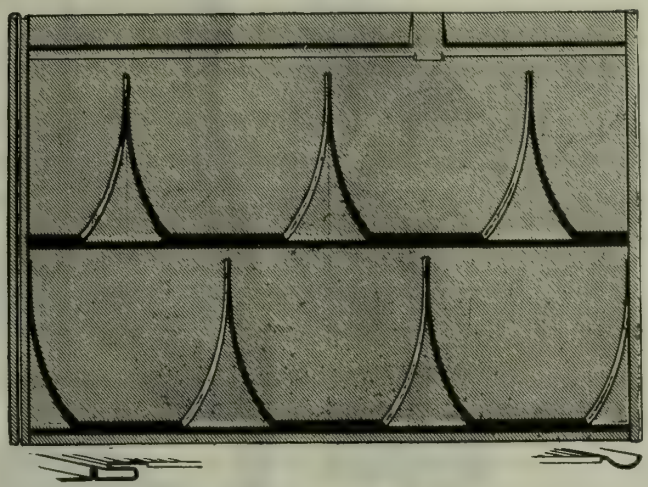
COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

Can You Use a $5.00 Gold Piece?

We Want to Send You One

The "Crown" Patent Lock All Round Steel Shingle





The "Crown" Patent Lock All Round Steel Shingle



This Cut Illustrates the NEWEST AND BEST STEEL SHINGLE IN THE WORLD

It's in connection with this we want to give you $5. This shingle was patented April 13, 1909. It's an idea we've been working on for months, and at last we have it right. Note the construction of the lock. So simple, yet so perfect. *We guarantee* that our *"Crown" Patent Lock All Round Shingle* can be laid as quickly, cheaply and easily as our famous Patent Cleat Shingle—the best of its class on the Canadian market. We also guarantee that it is absolutely wind and weather proof.
Price for this shingle same as for our "Crown" Patent Cleat Shingle.

HERE IS WHERE YOU GET the COIN

To introduce this new *"Crown" Patent Lock All Round Galvanized Steel Shingle* we will give each of the first 20 dealers sending by mail their order for 5 squares or over, a $5 gold piece. They will receive same within 15 days of receipt of their order. In order to give every dealer a chance, the competition will start Monday, May 10, at 8 a.m. and close Saturday, May 15, at 6 p.m.

REMEMBER

1. Prizes go to the trade only.
2. Two prizes will not be given to one dealer.
3. This offer applies to the first 20 orders received during time mentioned above. Those arriving before opening or after closing date, not counted.
4. Letters will be opened in rotation as they arrive.
5. Prize winners will be announced in our ad. in "Hardware and Metal."

FREE SAMPLES

Write, mentioning Hardware and Metal, and we will send you, express prepaid, 3 full sized shingles. Send for price list.

WRITE TO-DAY

YOU HAVE A DECIDEDLY GOOD CHANCE — JUMP IN AND WIN

McFarlane & Douglas, Limited

"Crown" Cornice Works : : : : : 250-260 Slater Street, Ottawa, Canada

If you buy the right goods they will sell themselves—Particularly true of **"Enterprise" Food Choppers**

Best Made
Best Known
Best Liked
Best Advertised

This picture shows the graceful lines and strong simplicity of the

"ENTERPRISE"



POINTS

A capacious hopper that holds more, instead of less, than it appears to hold
A perfect cutting mechanism
A tight, true feed screw
Double tinned
Four knives with each machine

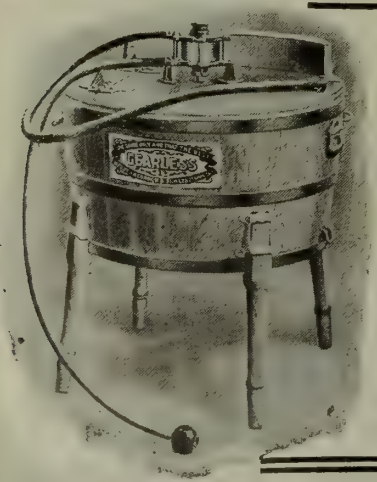
THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.



New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

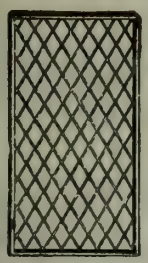


CONNOR'S
GEARLESS WATER MOTOR WASHER

After testing all the leading water motors, we have adopted this one, as we have found that it will actually do the washing on a power that other motors will hardly turn the dolly without any clothes in the machine. Let us send you our catalogue and price list of our up-to-date line of Washers and Wringers.

J. H. Connor & Son, Ltd., Manufacturers, **Ottawa, Can.**

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

CORN AND BEAN PLANTERS



King of the Field, the best hand planter made. Triumph, the cheapest good planter. Step Ladders. Curtain Stretchers. Folding Ironing Boards. Folding Clothes Bars.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE - ONTARIO



GET BUSY AFTER THE FENCE BUSINESS
BY PUSHING THE SALE OF THE

DILLON HINGE STAY FENCE

Only the best high carbon, hand coiled wire is used in its manufacture. Each strand will lift 2300 pounds before breaking. The quality and weight of wire, along with the hinge stay principle, makes the Dillon fence *the strongest and most permanent.*

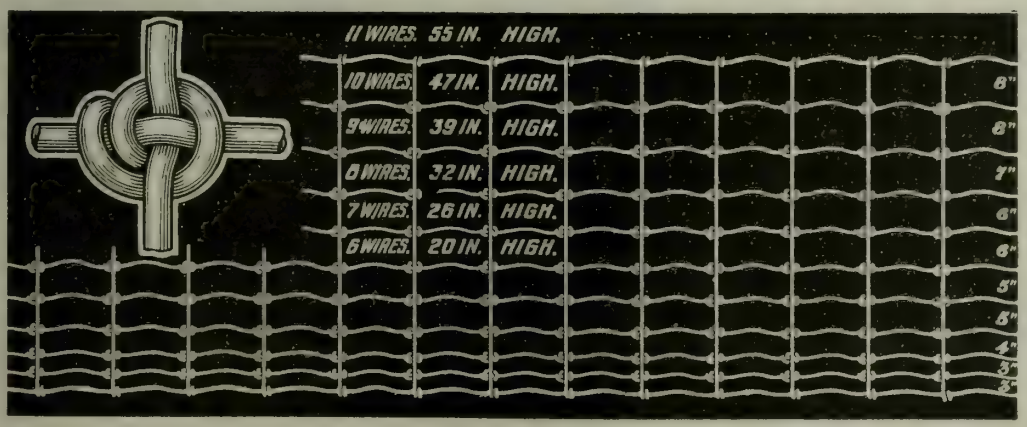
OUR CATALOGUE ON REQUEST

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver }

THE STRONGEST AND BEST MADE FENCE

"DOMINION SPECIAL"



Don't buy before you enquire about our Fence. Catalogue and model sent on request.

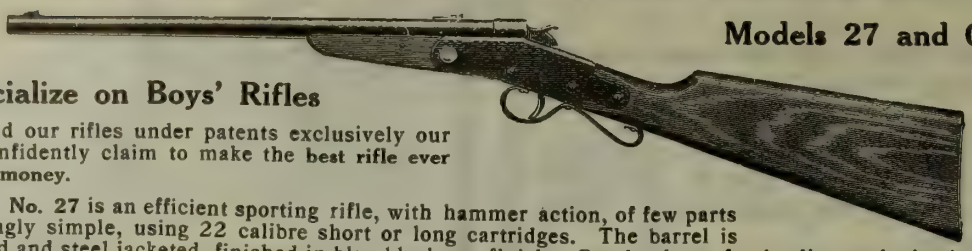
We manufacture all kinds of wire and wire products. We solicit your enquiries and orders.
Be sure and get "Dominion Goods."

Dominion Wire Manufacturing Co., Ltd., Montreal

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

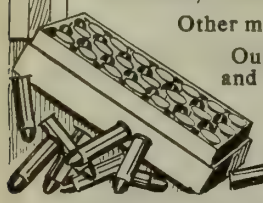
We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

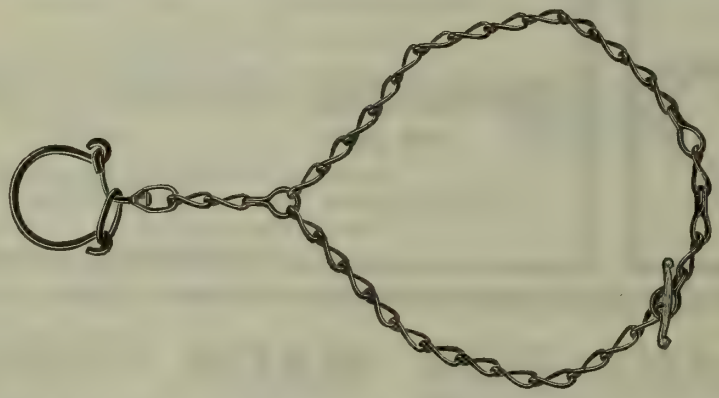
MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**



THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

Does it pay to risk your prestige by handling cheap and doubtful brands of Razors and Razor Strops? Think it over carefully—Stock only the best.

The Famous "Edelweiss" Brand



A perfect Razor Strop, that will impart to a razor the keen edge so much desired by the shaver. Your razor will require no honing if you use this strop. Warranted to give satisfaction.

Write for our free booklet "Some Pointers for Gentlemen Who Shave Themselves."

McGILL CUTLERY CO., Regd. P.O. Box 366, MONTREAL

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



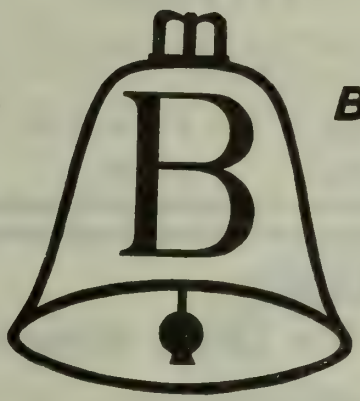
For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1188-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Horse Shoes

Belleville  Brand

Belleville Iron & Horseshoe Co., Ltd.

Manufacturers of

BAR IRON AND HORSE SHOES



Martin's Store Ladder

Low Down High

For all merchants that carry merchandise on shelves enquire of E. R. CASE, Toronto

A Few Testimonials

Rockford, Ill., May 27, 1908.

Mr. S. B. Martin, Dalton, Ohio,

Dear Sir,—Ladder is very satisfactory—the new track holds up and were we fitting a "string of stores" we should place your ladder in each one of them.

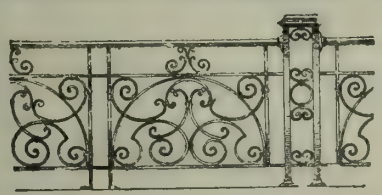
Very truly,
Hunter Hardware Co.

Toronto, Ont., Sept. 28, 1908.

Mr. S. B. Martin, Dalton, O.

Dear Sir,—We are well pleased with the "Low-Down-High" Ladder you installed in our warehouse some weeks ago. We find same works very easily and smoothly and makes the work of filling orders from the shelves a very easy matter compared with the old style of ladders. We will be glad to receive quotations for Ladders for other parts of the Warehouse.

Yours truly, T. Woodbridge & Co.



Lawn Fences

ORNAMENTAL IRON AND WIRE

We have a new catalogue of new and handsome designs and a new departure in prices that secures orders. Now is the time for business. Write for particulars and terms to dealers.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO



Growing Bigger all the Time is the Demand for

DIAMOND BRAND FITTINGS

They are ready and reliable, sure and steadfast. No sand holes, no faulty threads, no cheap material or scamped workmanship in this brand. Plumbers and steamfitters know their value.

Oshawa Steam & Gas Fittings Co.
Limited
OSHAWA, - CANADA

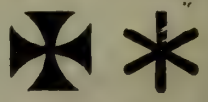
JOSEPH RODGERS & SONS, Limited
SHEFFIELD, ENG.

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1692

Sole Agents for Canada

James Hutton & Company
Montreal

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

When in the market for

GLUES, GELATINES, SIZE, etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

A good profit to the dealer in handling our lines of

Tents, Awnings Tarpaulins, Sails Flags, etc.

WRITE FOR PRICES AND NEW CATALOGUE COMING OUT

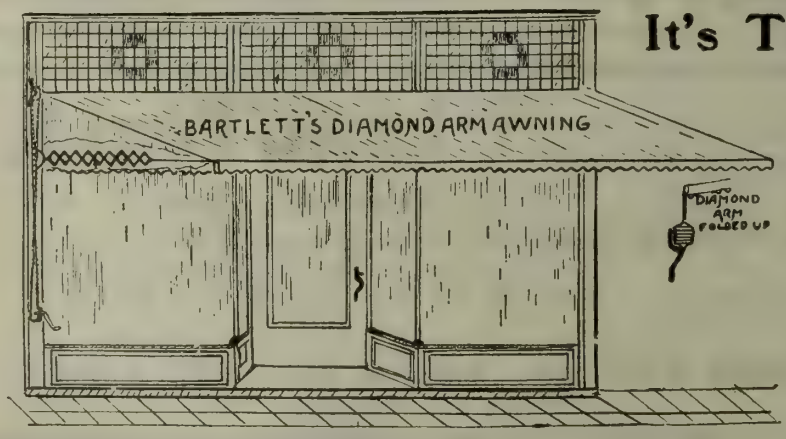
Thos. Sonne, Sr.
193 Commissioners St., Montreal



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



It's Time to Buy Your Awning

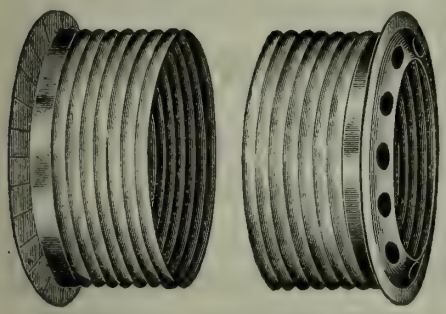
The accompanying cut shows the best awning ever invented for use on a store-front that has a prism fanlight. It is a roller awning with our exclusive Diamond Arm and Sprockle winding gear. It is very easily operated and does not interfere with the prisms. You will find this a handsome, convenient and durable awning.

SEND US YOUR MEASUREMENTS AND WE WILL QUOTE YOU

WM BARTLETT & SON
20 Adelaide Street West - TORONTO, ONT.

Ask for Particulars of Agency Proposition

O.K.
Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

The FOUNTAIN Sprinkler

NOT merely a round box with holes punched in it to let the water out —BUT a perfect Lawn Sprinkler.

NOT merely a group of straight round streams working with mathematical precision—BUT a natural shower of spray.

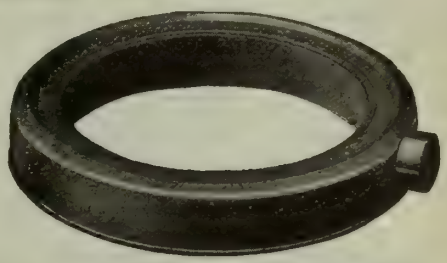
The Sprinkler with the "MIST LIKE SPRAY."

No other Lawn Sprinkler can produce the beautiful—The perfect results like the "FOUNTAIN."

The name "FOUNTAIN" is plainly marked in raised letters on the bottom of every Genuine, Original FOUNTAIN Sprinkler.

When you think of Lawn Sprinklers — Think FOUNTAIN
When you buy Lawn Sprinklers — Buy FOUNTAIN
And insist on getting the FOUNTAIN
Stick to the Sprinkler you KNOW is right.

Do you want a sample for comparative test. Post paid to any dealer at the wholesale price.



THE STANDARD STAMPING CO.
Marysville, Ohio, U.S.A.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Queen City Water White Oil
GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

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White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.
18 Victoria St. - TORONTO
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CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.



Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

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CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

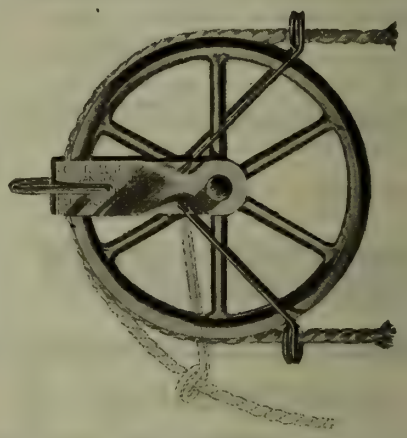
The "Rollston Easy" Pulley

is the simplest, most quickly worked, convenient and satisfactory clothes line pulley on the market to-day.

ANY CHILD CAN OPERATE IT.

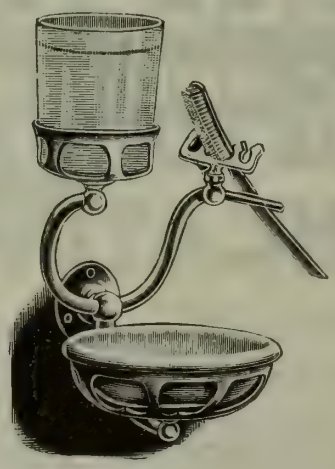
Some of its superior features are a large wheel, suspending link, adjustable guards, steel yoke, and the fact that it never gets out of order.

It's easy to Sell *Write for our Terms*



The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

ARTISTIC BATHROOM REQUISITES



TUMBLER, SOAP & BRUSH HOLDER

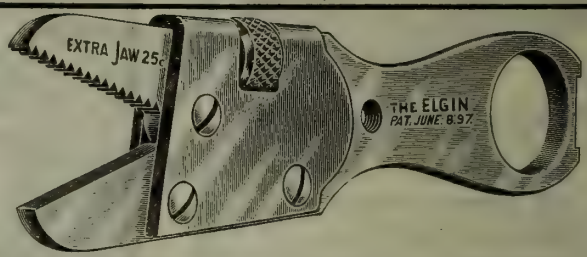
They are all made of brass and nicely nickel plated. These fixtures come in a variety of styles and designs. They are just the goods to push during the housebuilding season. Nothing to equal them.

OUR CATALOGUE WILL TELL YOU MORE.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

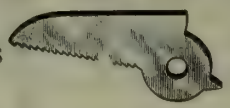
H. F. McIntosh & Co., 51 Yonge St., Toronto.



THE ELGIN ADJUSTABLE WRENCH

The same Dealers are buying them over and over. **You would** if you bought once. We would like to see your trade built up on it. You will thank us later for being so insistent.

EXTRA PARTS FOR ELGIN WRENCH

NEW JAWS  will renew the wrench indefinitely

Re-threading Attachment



Interchangeable Dies



3-16, 1-4, 5-16, 3-8, 7-16, 1-2 in. U. S. or Canadian Standard Pump Rod Dies 3-8, 7-16, 1-2 in.

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Miller-Morse Hardware Co., Winnipeg, Man.
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McLennan, McFeely & Co., Vancouver, B.C.
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Your order will be appreciated by any one of them.

STAR MFG. CO., Carpentersville, Illinois, U.S.A.

DIRECTORY OF MANUFACTURERS

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"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
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CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



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ELECTRIC DRY BATTERIES.



X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
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FEED COOKERS.



FEED COOKERS
A good line to handle. Write us for full particulars and prices.
James & Reid, Perth, Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
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HARDWARE SPECIALTIES



Headquarters for Sprayers
Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.
Manufactured by
THE COLLINS MFG. CO., TORONTO.

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GALT, ONTARIO

Municipal Supplies
Sash Weights
Soil and Water Pipes
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General Hardware Castings

LEAD WASHERS.

LEAD WASHERS
All Sizes. Write for Prices.
The CANADA METAL CO.
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Manufacturers' Agents
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We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
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P.O. BOX 257
SASKATOON, Western Canada

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PORTABLE OVENS.



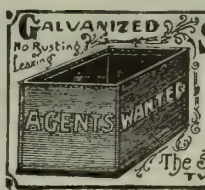
BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

Are you interested in any of the lines that are advertised?
A postcard will bring you price list and full information.
Don't forget to mention HARDWARE AND METAL.

RIVETS AND STEEL PRODUCTS.

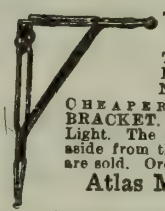
The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

STEEL TANKS.



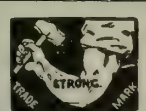
Steel Tanks
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co.
TWEED, ONT.

SHELF BRACKETS.

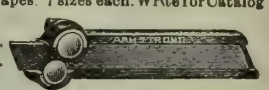


Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATORS.

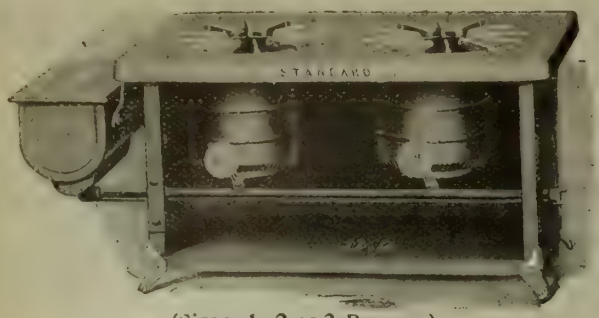


Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
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WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards Fencing and Railings.
PARTRIDGE & SONS, Proprietors.

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(Sizes, 1, 2 or 3 Burners)

"Standard" Wickless Blue Flame Oil Cook Stoves

Made on the "Gravity Feed" Principle

Simple in Construction and easy to operate
For Economy they are beyond comparison.

One gallon of common coal oil or kerosene will furnish fuel for a single wickless burner for twenty hours constant fire.

Buckeye Junior Gasolene Stoves

"Examined and tested by the Underwriters, Laboratories and listed by the consulting Engineers of the National Board of Fire Underwriters."
The Simplest, Safest and Best for Gasolene.



We have also in stock

The "Summer Girl," "Eagle" and "German" Oil Stoves, Wicks, etc.

Prices and Catalogue showing full line on application.

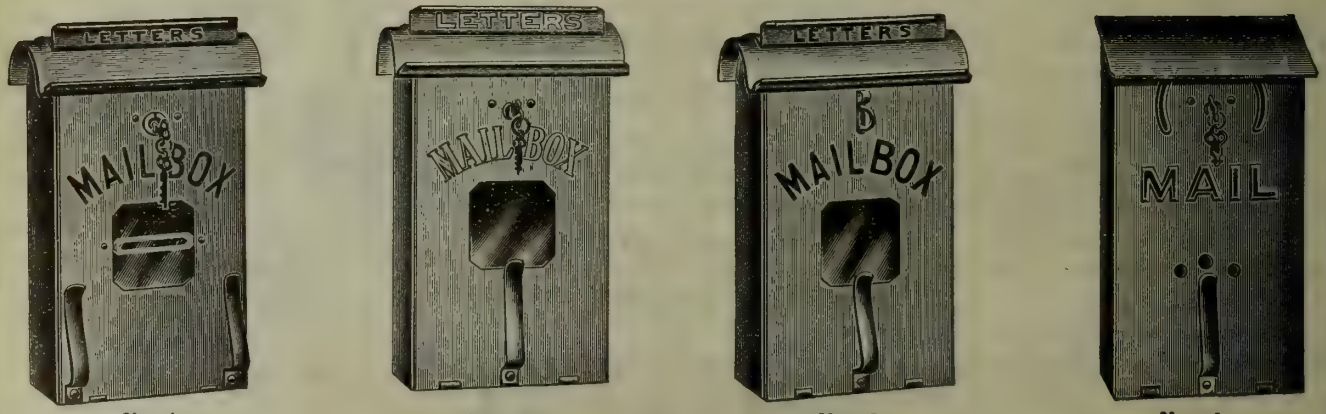
The Thos. Davidson Mfg. Co., Ltd.

MONTREAL and WINNIPEG

A FULL LINE OF

20TH CENTURY

MAIL BOXES



No. 1 No. 2 No. 3 No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Repeat orders

The quality of every line of goods you sell ought to bring customers back for more. Genasco is the roofing that does that.

It is made of Trinidad Lake Asphalt—and everybody knows it. We are telling prospective users about it through our continuous national advertising.

That stirs up a whole lot of initial orders, and the quality of Genasco does the rest.

Genasco

Ready Roofing

(Mineral and smooth surface).

There is Genasco business right in your territory that ought to be developed. A little effort on your part will give you a big share of this repeating business. Get after it now.

Write for samples and full information. **A full thirty-two-million-dollar guarantee.**

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK

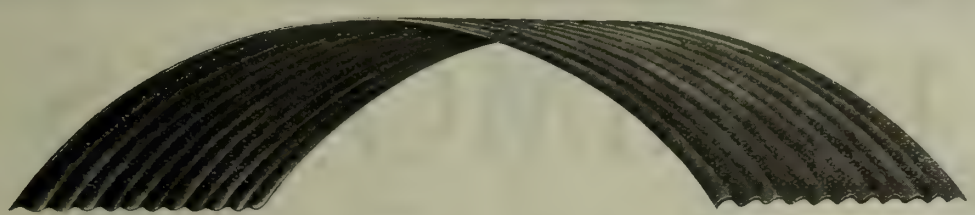
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

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J. H. Ashdown Hdw. Co., Winnipeg, Manitoba



"Galt" Corrugated Galvanized Sheets

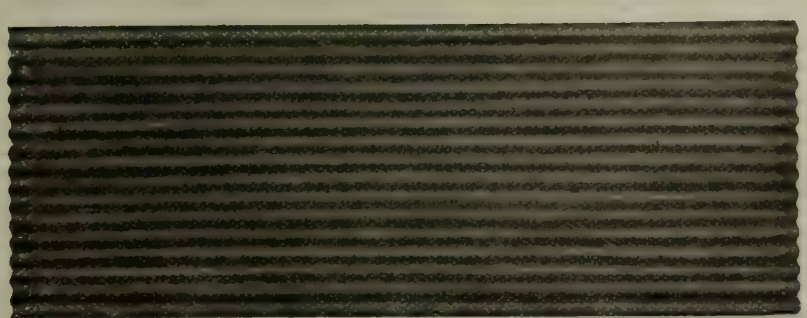
See us before purchasing these goods.
Large stock carried in all gauges and sizes.
Redcliffe Sheets only used in the manufacture of our Corrugated Iron. Flat or Curved.
Special prices on carlots or season's requirements.

The Galt Art Metal Co., Ltd., Galt, Ont.

Vancouver
Morrison and Morrison

Winnipeg - - Dunn Bros.

Calgary
Standard Supply Co.

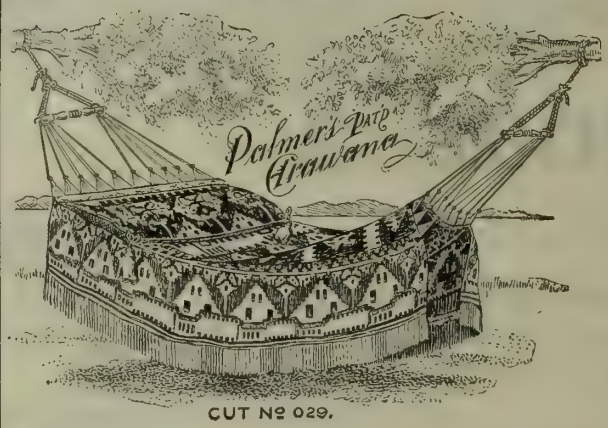


36" AND 40" NETTING

PALMER HAMMOCKS

and

ACCESSORIES



CUT Nº 029.

Hammock { Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

Send for our 1909 Catalog showing 109 colored illustrations.

NEW YORK OFFICE
55 Worth St.

The I. E. Palmer Co.

MIDDLETOWN CONN.

Canadian Representative:
R. N. SCOTT, - - 200 McGILL ST., MONTREAL

7/4 AND 8/4 LENO

The Original, Largest and Best Equipped Hammock Plant in the Country

HAMMOCKS

Have you considered this matter?

You can make your Hammock Department one of the best paying departments in your store by selling "STAR BRAND HAMMOCKS"

Manufactured by

The Dominion Hammock Mfg. Co., Limited

DUNNVILLE, ONTARIO

Send for Catalogue with price-list and discounts, through your jobber

"Brantford" ASPHALT "Roofing"

No Roofing Equal to This

BASIS—An evenly condensed sheet of pure wool felt.
SATURATION—A very high grade of real Asphalt.
EXTRA COATING — A special waterproof preparation of our own, plus silica sand.

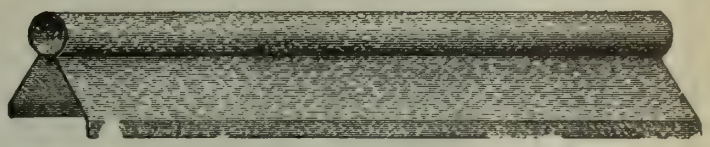
THE SAME ON BOTH SIDES

Brantford ASPHALT Roofing EXCELS in quality. Where EXTRA YEARS of service are desired, this is the line that it is safe to recommend

Brantford Roofing Co., Limited
Brantford - Canada

Montreal Branch: 327 St. James St., Montreal, Que.

GALVANIZED RIDGE ROLL



Here is a good money-making building staple.

You can sell it to carpenters and builders, at a price to compete with wood ridge roll.

It is made in 10 ft. lengths on improved automatic machinery, so that perfect uniformity is assured. This ridge requires no wood filler.

PRICE TO THE TRADE—3½C. PER LINEAL FOOT.

Send us your orders at once and specify the date of delivery required.

"WE WORK WITH THE TRADE."

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

OUR GOODS ARE CARRIED IN STOCK BY

Emerson & Fisher, Ltd. St. John, N.B.	J. A. Bernard Quebec	G. P. Breckon Toronto
Clare & Brockest Winnipeg	Ellis & Grogan Calgary	Wm. N. O'Neil & Co. Vancouver

Established 1802

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY

"SACHEM"

For Movable Bearings



SPECIAL FEATURES

Has a Tight Fitting Cover. Filler Plug is Held by a Wire to prevent its being lost. Cup can be easily and quickly filled. Made with strong serviceable shank. Specially made for Eccentrics, Slide Valves, Cross Heads, etc.

Pages 48 of our Catalog No. 22 illustrate this line.

FOR SALE BY ALL LEADING JOBBERS.

Manufactured by

Penberthy Injector Company, Limited
Windsor, Ontario

PENBERTHY PENBERTHY PENBERTHY PENBERTHY



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

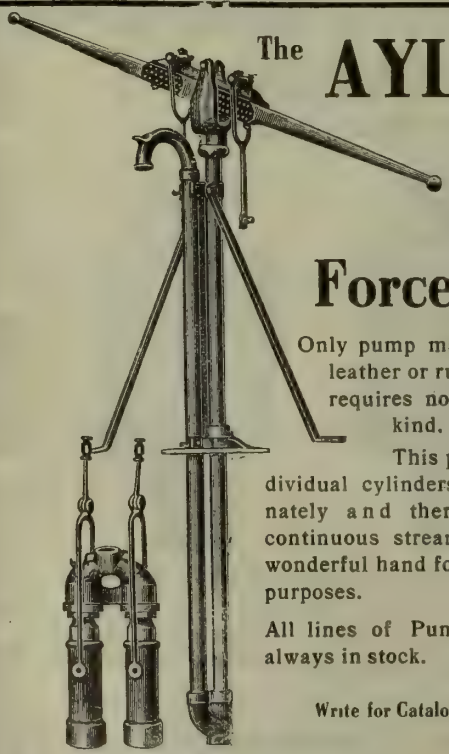
¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



The **AYLMER**

Double Cylinder Double Acting Hand

Force Pump

Only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices

AYLMER PUMP AND SCALE CO., Limited
AYLMER : : : : : : : ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



We supply a large share of the dealers of Canada simply because

McDougall Pumps

are

Standard Pumps

and thirty years experience should teach quite a few of the secrets of making a good article.

We are always ready to exchange ideas with the trade.

A catalogue for the asking.

The R. McDOUGALL CO.

Galt, Canada LIMITED

TRADE MARK
KEYSTONE
BRAND
REGISTERED

IT IS DIFFICULT

to make one Broom which will be satisfactory for all purposes, but with the three standard lines

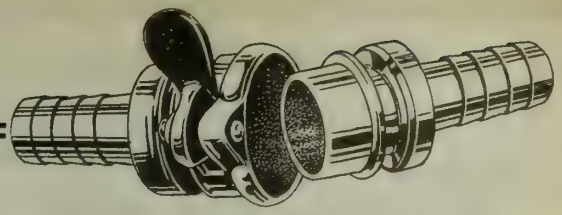
Klondike
Jubilee
AND Sterling

you can satisfy all demands. These lines have been on the market for twelve years and have never failed to give satisfaction.

Manufactured by

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario



More hose is sold and used during the spring and summer months than at any other period. There is no reason why you should not achieve a new sales record with the

Time Saver Hose Coupler

THE QUICKEST AND BEST MADE

No threads to wear, no leakage, splashing or spurting. It is simple and secure and attached by pressing the latch key with the thumb. The washer cannot get loose.

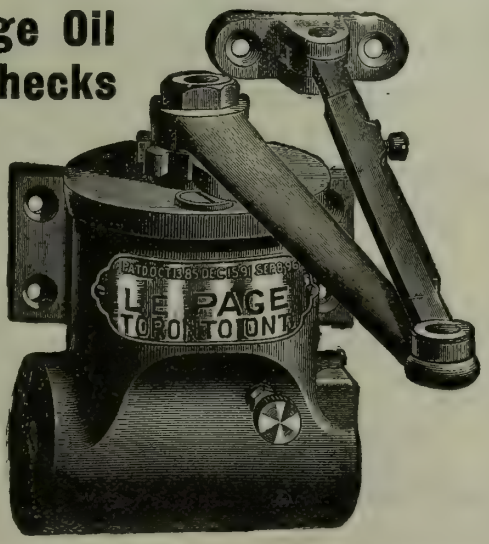
OUR PRICE LIST WILL INTEREST YOU. SEND FOR IT.

The Time Saving Coupler Co.
Limited

166 Bay Street - - Toronto, Canada

You See Them Everywhere

Le Page Oil Door Checks



They are the greatest sellers in their line. Builders, contractors, carpenters, all use them in new structures. They are easily applied, secure, safe and noiseless. They will not get out of order. They will help you hold your trade and yield you a good profit.

Our Price List is worth sending for

Le Page Door Check Mfg. Co.

256 Macdonell Ave., TORONTO

Phone Park 1086 *WM. KEATING, Manager*

"CEMENT COATED PAIL CLASPS"



The only Pail Fastener that holds the cover securely.

Ask your shipper for his opinion. Sample order will demonstrate their superiority.

Made in 2 sizes, $2\frac{1}{4}$ and $2\frac{3}{4}$ long.

Packed in boxes of 25, 50, 100 lbs. each.

For shippers of lard, preserves, jellies, fruit, butter, tobacco, candy and cheese, this is the best device ever put on the market.

J. N. WARMINTON

43 Scott St., Toronto
207 St. James St. Montreal

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

BLACK JACK

Best Family Polish Made

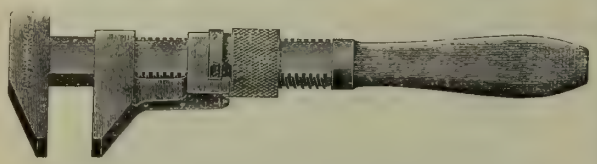
TRY IT



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

It couldn't be stronger!



This wrench is all steel—handle included. The head bar and shank is a one-piece steel forging. The handle is forced on under immense pressure and hot riveted in place. It is so shaped that it fits the hand and will not slip when the hand is wet or greasy.

WRENCH CATALOG SENT ON REQUEST

BEMIS & CALL HARDWARE & TOOL CO.

SPRINGFIELD, MASS., U.S.A.

TRADE B&C MARK

NEW YORK ST. LOUIS

TRADE SECRETS IN MIXED METALS

No. 1. We may not be revealing one of them when we say a most important part of the mixture is brains.

No. 2. Owing to the nature of the business a buyer's best safeguard is to deal with an absolutely reliable house.

QUALITY, INTEGRITY and ENTERPRISE,
These are our foundation stones.

HOYT METAL COMPANY

72 Don Esplanade, Toronto

Largest Manufacturers of Mixed White Metals in the World.

BABBITT METALS, SOLDERS, TYPE METALS, CASTING METALS, SPECIAL ALLOYS

CHICAGO Write for descriptive catalog and prices. LONDON

WANTED—

every TINSMITH and SHEET METAL WORKER
to know that we manufacture all kinds of

Squaring and Splitting Shears.

Cornice Brakes Roofing Tools

Soldering Coppers Gasoline Firepots

Tinsmiths' Hand Tools

Foot and Power Stamping Presses Dies

Can Making Machinery Can Soldering Outfits

Special Machinery

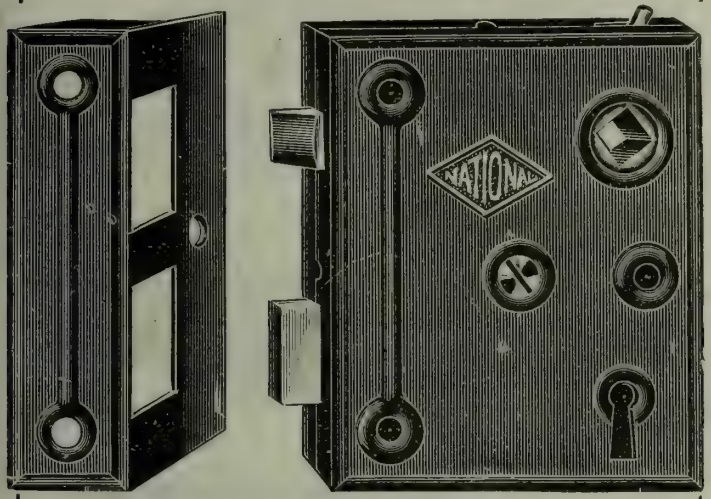
EVERYTHING IN SHEET METAL TOOLS

THE BROWN BOGGS CO., LTD.

HAMILTON CANADA

The Advantages of a Steel Rim Lock

are all strongly evidenced and appreciated in DOMINION, No. 3800, made in Canada. It is stronger, safer, surer and more satisfactory in every way than any ordinary lock. You can depend upon it. For that reason it is popular and a steady seller. Reasonable in price and reliable in construction, it is a line you should carry.



Write your Jobber for the National Brand

NATIONAL HARDWARE CO., LIMITED
ORILLIA ONTARIO CANADA



CONGO — The only Roofing Guaranteed by a SURETY BOND

IT PROTECTS YOU ABSOLUTELY

A Guarantee Without a Loophole

When we used to say that Congo 3-ply would last ten years people laughed and replied that "Every body claimed that." When we offered to *guarantee* such service they said "Guarantees mean nothing—the buyer can never enforce them."

So we went to the National Surety Co. and paid them a large cash premium to issue a Surety Bond *with every roll* of Congo Roofing.

These bonds give our customers a real, substantial guarantee *as good as a government bond.*

If the customer's own lawyer drew the guarantee he could not devise an instrument that would give any better protection.

It is because Congo is so tough, perfect and durable that the National Surety Company is willing to stand back of it. They know that we use the *best materials* and the *best methods* and that we watch and inspect every roll. Then we wrap it for domestic use just as carefully as if it were destined for Madagascar or Thibet, and you get perfect, undamaged rolls, every inch of which you can use.

The man that buys Congo gets the most value for his money and *takes no chances.*

We will send you a copy of that guarantee on request—also a sample of Congo Roofing free.

United Roofing & Manufacturing Co., Philadelphia, Pa.
Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal., Mechanics Supply Co., Quebec: S. Hayward Co., St. John, N.B.; Geo. E. Smith & Co., Halifax, N-S.; Millery Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

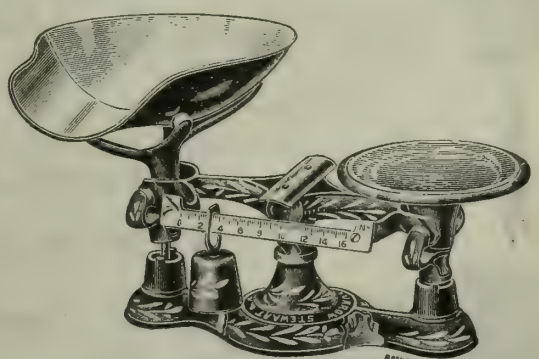
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

Imperial Standard Scales

Are made in **ALL** styles, for **ALL** purposes and of **ALL** capacities, for use in any business.

For **ACCURACY OF ADJUSTMENT, FINISH** and **DURABILITY** they are unexcelled.

They are made by skilled workmen in one of the best equipped factories in the Dominion.



The above cut shows the **NEW CONFECTIONERY SCALE**, which has nickel plated brass side beam, and heavy nickel plated brass scoop. The scoop rests on **Rubber Bearings** so that there is no jarring or breaking of fine candies.

Complete catalogue of 128 pages mailed to any dealer on application.

The Burrow, Stewart & Milne Co., Ltd.
Manufacturers - Hamilton, Ontario

A New Light in the Washing Machine World

Have you seen this wonderful little Water Motor? It's the cleverest thing in Water Motors ever devised. Will work perfectly on 25-lbs. pressure with free flow from ½ in. Water Pipe.



No other Motor will do it.

The VELOX Machine

embodies the latest ideas and the "last word" in interior const uction. In 25 years experience of Washing Machine building, we have never offered a machine so convenient, simple and perfect in its mechanical construction.



The MOTOR is Gearless, Direct Acting, Noiseless, Non-rusting, Self Oiling, Self Draining.

ALL BRASS and has no cogs, racks, gears or cranks.

It's the Automatic Washer Par Excellence

Made Exclusively By

Agents: HARRY F. MOULDEN, Winnipeg
W. L. HALDIMAND & SON, Montreal

The Dowswell Mfg. Co., Ltd., HAMILTON CANADA

BOECKH'S BRUSHES and BROOMS





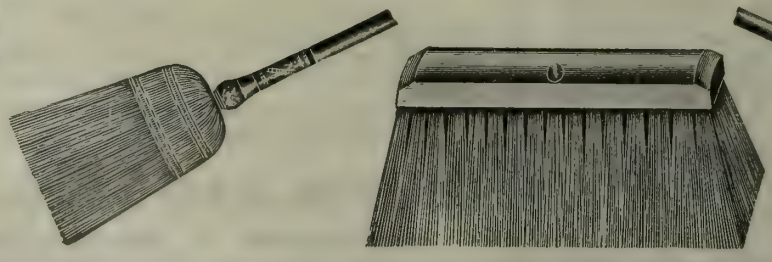
SORT UP NOW

The busy season is on. Is your stock becoming low on some sizes? If so, you should send in your order promptly, so as to avoid delays, as we too are very busy and are receiving numbers of **Rush Orders** daily.

You can specify shipments later if you prefer.

BOECKH'S Head Office, 80 York St., **Toronto**







Seasonable!

Why Not?

BANNER TRADE MARK



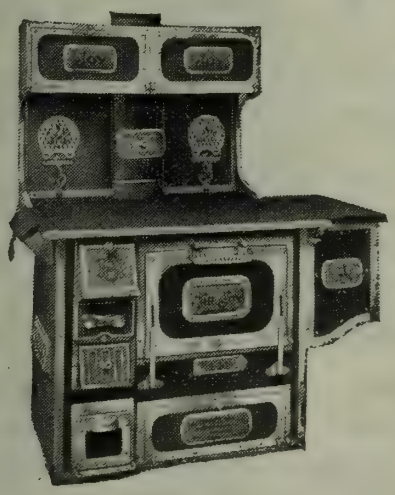
Just the proper thing to use around the SUMMER COTTAGE, TENT, BOAT-HOUSE or WHARF.
It also can be hung on the wall.

"Banner Searchdash" Lanterns

have a heavy SOLID-WIRED 10-inch reflector and therefore make a good headlight for the end of a wharf or front of a boat.
They are japanned bright red or dark green and make a good $1.25 line. Your jobber has them.

MANUFACTURED BY

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario



Built in many styles with Good, Strong Points is the

Joy Malleable Range

The Range for Spring Trade

It will not warp, crack or break. It is a fuel saver, an even distributor of heat and will outwear any other stove. We make the goods. We know their value and superiority, and that's the reason we advise you to stock styles and sizes that will sell.

These sizes are ready:—**No. 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.**

Stocks shipped from Winnipeg, Vancouver or Toronto Warerooms.

The CANADIAN HEATING & VENTILATING CO.

Owen Sound, Ontario LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.

SUNSHINE FURNACE
is Superior to other furnaces

Because it is Easier to Operate, Easier to Clean and Easier to Protect.







The feed door on a No. 200 Furnace is 12 x 13 inches. This means that the largest shovel can safely be emptied into our smallest size, and that good-sized chunks of wood require no chopping in order to be used as fuel.

To keep the correct humidity for sanitary purposes, we place the water pan in Sunshine Furnace right over the main door, a place where the heat will reach it and where the householder can reach it. So in Sunshine Furnace the water never gets stagnant, and the householder never complains about the awkwardness of pouring water in.

To make the Sunshine the easiest-to-be-cleaned Furnace, we construct two flue doors, and place same not only an equal distance from each other, but an equal distance from the large feed door. So the operator with an ordinary soot cleaning brush can go completely around the radiator without inconvenience; and, what is more important still, he can do this without having to put out the fire or take down the smoke pipe.

McClary's

London **Toronto** **Montreal** **Winnipeg** **Vancouver**
St. John **Hamilton** **Calgary**

35,000 Kelsey Warm Air Generators Sold



The Kelsey Warm Air Generator

We are not giving these figures showing the number of Kelseys sold since 1889 (when three heaters were sold) with any other motive than to impress you with the fact, that, although Kelseys cost more to produce than other heaters, they have made good because of sheer merit and good results accomplished.

IN COMPETITION with cheap furnaces and good furnaces, and steam and hot water heaters, the Kelsey has steadily forged ahead; the sales have constantly increased, and to-day more good dealers are urging Kelsey sales than ever before.

Kelsey Heating is for Homes of Any Size, and for Churches and Schools, and there's no heater or system of heating for these purposes that is better at any price

ANY DEALER who will explain the many advantages of the Kelsey will have little difficulty in selling to those people who consider comfort, health and efficiency above the matter of a low first cost.

SEND NOW FOR OUR NO. 5 BOOKLET AND BOOK OF "OPINIONS" and for AGENCY PROPOSITION

James Smart Manufacturing Co., Limited

WINNIPEG, MAN. BROCKVILLE, ONT.



Boom Shackle. Made of 7-8in. steel

THE SOO LINE

is a new line of the most improved, lightest, strongest and best

Lumbering Tools

(Made in Canada)

Write for Catalogue and Discounts.

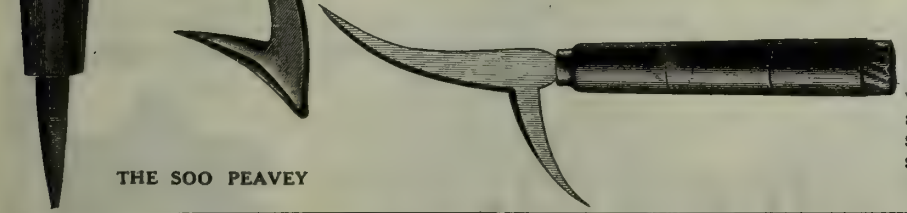
Manufactured by

Canadian Logging Tool Co., Ltd.

Sault Ste. Marie, Ontario



Eye Dog. made of ½ inch steel.



THE SOO PEAVEY

USE PIKE POLES

with handles made of select second-growth white ash. Ferrules made in three pieces of polished seamless steel. Pikes made of high-grade tool steel. Shanks threaded and screwed in tight. Lengths 10, 12, 13, 14, 16, 18 feet.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

DISSTON SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing.



THIS BRAND

ON SAWS AND TOOLS

will continue to be recognized in the future as in the past

SIXTY-EIGHT YEARS

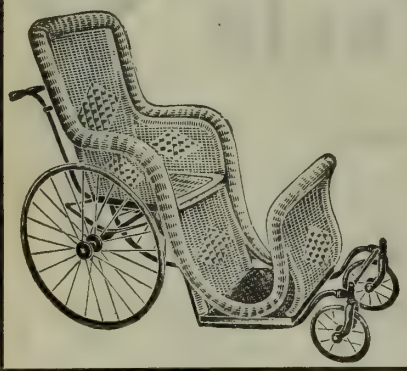
as a guarantee of Highest Quality and Efficiency.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Invalid Chairs—Made in Canada



With the advent of warmer weather the sick and afflicted should enjoy the fresh open air. We manufacture all lines of adjustable invalid chairs, rolling chairs, reclining rolling chairs, carrying chairs, etc., of the latest design and highest class of workmanship and material. You can handle these goods with profit. The cut on the left shows a Rolling Chair with body of the best reed and hardwood and seat of cane webb filling. The wheels and metal work are of the best steel and malleable iron. The cut on the right is one of our Reclining Chairs equipped with divided and independent leg rests and is one of the most popular on the market.

Send for our Catalogue "C."

The Gendron Mfg Co., Limited
Toronto, - Canada





Stop the Leaks



The Standard Union now in use, can be re-washered and made as good as high priced ball faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

The JAMES ROBERTSON CO., Ltd., 144 William St., MONTREAL

ANYTHING
IN
STEEL
OR
WIRE

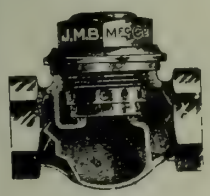
We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL

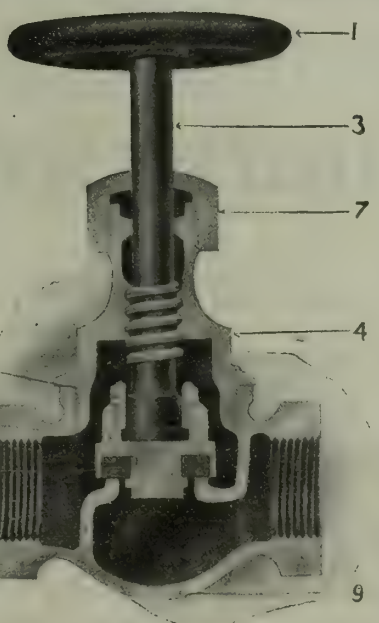


J.M.T. VALVES

The Valve of QUALITY



J. M. T. Cushon Check Valve; a slow closing valve prevents "hammering."







J.M.T. Renewable Disc Check Valve.



J. M. T. Gate Valve, full weight, with stationary spindle.

J. M. T. Valves are made "Full Weight" for pressures to 150 pounds. also extra heavy for Marine Service and high pressure duty.



J.M.T. Angle Valve, made in various patterns.

The JAMES MORRISON BRASS MFG. CO., Limited, 93-97 Adelaide St. West TORONTO

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

Kemp Manufacturing Co.

—ANNOUNCE—

PROMPT SHIPMENTS

Our largely increased facilities will enable us to serve the trade more promptly than ever before.

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Address on Retail Salesmanship

An Address Delivered by H. H. Welch, of the British-America Paint Co., at the Recent Convention of the B. C. Hardware Dealers' Association at Vancouver.

In opening, allow me to congratulate you upon the past success of your association, and the able manner in which its affairs have been administered.

We are now entering upon the business season of 1909 which promises to be a most fruitful and successful one, and the outlook for a prosperous year's business is even brighter than in 1907—our banner year.

It is up to yourselves "when you next take stock" whether your season's business has been profitable, or not, and this Association of Hardware Dealers is a very powerful agency for bringing about success, and placing your whole field of business associations on a profitable and pleasant basis. It gives you a chance of combining for mutual protection, and of creating better feeling, preventing slashing and cutting, which is both unwise and unnecessary, for, with confidence in one another, and a little business courtesy, nearly all differences can be easily and satisfactorily settled.

Confidence is the corner stone of business, the keystone of the arch of success. If you stop and think for a moment, you will realize that nearly all business transactions are based on confidence in our fellow man. Consequently, when some customer comes and tells you that he can purchase certain staples below the association price, don't cut your price at once, but ascertain whether he is mistaken or just trying to work you, as is so often done.

Let your standard be "good prices for good goods" and if you know your goods are right, you need have no fear to ask a good price for them. Remember the salesman's maxim that there is no satisfactory sale, unless the purchaser is getting good value, as well as the seller.

Win Your Competitor's Trust.

This Association should create a bond of good fellowship and understanding, that will permeate our business as it does our friendship, and, it is right here that I want to urge upon you the fact, that its success depends upon a full and regular attendance at all meetings, and, your enthusiastic support given the officers, to the end that full measure may be attained. Let your actions and thoughts in transacting the Association's business have the spirit of "Come on" instead of "Go on."

The carrying out of the purposes and objects of this Association tends toward profit making, while, on the other hand, the slashing of prices may result in serious loss or greatly diminished profits, because all houses of business (whether large or small), have certain fixed items of expense, which must be met. Observation will lead to the conclusion that many of the failures in business are traceable to the evil of price slashing. Fortunately the practice is the exception, and not the rule, with British Columbia hardwaremen, for which you are to be congratulated. Remember you are trusting the other fellow to maintain prices; don't give him cause to lose faith in you.

All here present can lay claim to the title of successful salesmen, I believe. Our experience has given us the knowledge, while our positions are our diplomas. We all realize the ultimate success of a business depends upon the selling end, and that as your salesmen are virtually your representatives, the best type of men and the highest degree of efficiency are necessary for the greatest success. Any old "stop-gap" is not good enough for the hardware merchants, in this age of keen competition, as a poor clerk will drive away more trade than would pay for a good one.

As Sheldon says, "The real salesman is continually sowing seeds that will ripen into profits on future sales. He is ever starting endless chains of influence for other sales."

A satisfied customer, made so by an honest intelligent salesman, will not only come again, but bring his friends, and this means profits on future business. Endeavor to get your men to take an honest and intelligent interest in the goods they are selling, as earnestness is an essential to successful salesmanship.

Salesman Must Be Polite.

Every hardware or other commercial institution, is in the business for the profit it can make from its sales, and, therefore every firm, corporation, or single individual operating for the sale of goods for profit is a "composite" salesman. Every salesman and worker in that institution, from the manager down to the delivery boy, is a unit of that composite salesman. The science of success to-day is nothing more than the science of service.

He profits most who serves best, and as confidence is the basis of trade and all human relations, it therefore behooves ever man in this convention to do all he possibly can to stimulate loyalty and enthusiasm on the part of his employes by recognizing and rewarding intelligent, earnest and persevering service from them.

The true salesman is a gentleman; he is polite, considerate, self-controlled, and watchful of the interests of others; he will greet his customer with a pleasant good morning, will use "Sir" or "Madam" in speaking, thereby exhibiting his culture and good breeding.

Rebukes and turn downs he will take kindly, and he will invite his customer to "call again." He is patient with shoppers and will endeavor to find out exactly what they want and sell them what is best suited to their requirements. He will command attention by pleasant manners, in short he will make a friend of every customer. We should all do this, as it is much easier to make a sale to a friend than to a stranger.

Confidence the Basis of Trade.

A salesman should always feel he is not doing his full duty by simply showing the customer the article he asks for, but should interest himself heartily in the customer's welfare. He should help him by his superior knowledge of the hardware trade. If a customer asks for an article and the salesman knows of an-

There is an old saying that "Salesmen are born not made." I hardly agree with that as I am convinced that salesmen are made as well as born, for salesmanship is largely composed of good common sense, and the power of making the other fellow feel as you do about the goods you have to sell. Enthusiasm is essential to success and if you are enthusiastic over your own business, you will naturally enthuse those you have around you. I know this from experience, like the man who said it paid to be honest, because he knew both ways.

In mentioning the great truth that there is more in business-building than in business-getting, I will quote "Sheldon" in a recent address, when he said that confidence is the basis of trade—and every thought that you think, every word that you speak and every act that you perform, either adds to the sum of confidence which the public has in your institution, or it subtracts from it.

The whole thing may be summed up by saying, "Make your customers repeaters." Do this by giving them good goods, fair prices and efficient service. Make it a policy of your business to carefully select your men behind the counter. In other words "get square plugs for square holes and round ones for round holes."

Address Appreciated.

Mr. Welch's address was greatly appreciated by the members and he was asked to deliver it again at the banquet for the benefit of the employes who would be present.

A hearty vote of thanks was tendered Mr. Welch for the able assistance given the Association and his address was ordered to be forwarded with the official report to Hardware and Metal for publication.

CANADIAN WINS FIRST PRIZE.

Glenn A. Henry, of John Bailes & Son, Oshawa, Ont., won first prize in a story writing contest recently conducted by the Sherwin-Williams Company, the competition being open to all agents in Canada and the United States. Chas. D. McCaffrey, with W. Curry & Co., Omemee, Ont., is fifth on a list of thirteen, the first three securing cash prizes and the next ten honorable mention.

Robert Munro, managing director of the Canada Paint Co., Montreal, spent Thursday in Toronto. Mr. Munro leaves next week for Scotland, where he will spend a couple of months on his native heath.

Seasonable Windows and Show Cards

Two Prize-winning Broom and Brush Windows Arranged by Toronto Hardwaremen—Suggestions for Writing Show Cards.

Between April 10 and 24 brooms, brushes, woodenware and house cleaning utensils were shown in Toronto hardware and grocery stores as never before, the reason being the announcement made by the manufacturers of Boeckh's brushes (United Factories, Limited), Toronto, that $100 would be given in prizes for the best displays of goods of their manufacture. To both hardwaremen and grocers three prizes of $25, $15 and $10 were offered and the editors of Hardware and Metal and the Canadian Grocer were asked to judge the displays.

The best display from the standpoint of attractiveness was made by a grocer, W. J. Graham, 842 College Street, it being very original in construction, the centrepiece being a cottage made up of brushes, with a roof of whisks trimmed with clothes lines, a porch being also made up of scrubbing brushes with clothes pins as pillars. In front of the cottage was a garden with flower beds, the yard being enclosed by a fence of clothes pins with whisks set in the floor as corner posts. Above the house was a semi-circle of brooms with the handles grouped together in the centre.

S. M. Burt, also with the lucky number of "842" Yonge Street, was awarded first honors among the hardwaremen, his display, shown in the accompanying illustration being very original in appearance, and more likely to sell goods than Graham's window. It was put together in the form of a canopy of brooms wired together over a dome covered with a wide variety of Boeckh's brushes ranging from tooth and shaving to whitewash and paint brushes. In the window are also shown washboards and pails, stable brooms, scrubbing brushes, sink brushes, window cleaners, hardwood floor polishers, carpet sweepers, whisks, etc., most of the goods being price marked in plain figures on the handles, the neglect of pricing being a fault with too many of the windows examined. Above all Mr. Burt had a sign reading "Boeckh's Brooms" made up of broom corn.

George Pearsall & Son, 417 Yonge Street, captured second prize with a window attractively draped with red crepe paper on iron rods, hanging from the rods being samples of several dozen styles of brushes made in the Boeckh factory. The background was also neatly arranged, while on the base rested two pillars showing brushes for waxing hardwood flooring. Below this was an example of artistic assembling of brushes, samples of various kinds being stacked together and tied with ribbons. A centrepiece calculated to attract attention was a card: "The flag and brush that can't be beat," accompanied by a Union Jack and one of the Boeckh brushes. Mr. Pearsall did not price his goods but he had a display which attracted attention and sold goods.

Third prize went to W. Walker, 1228 Yonge Street, above the C.P.R. tracks, whose store is, barring the new Vokes Hardware Co.'s store, the neatest in Toronto, so far as construction, shelving and fixtures are concerned. Mr. Walker's window, which is not shown this week, differed from any of the windows referred to, having a centrepiece of four tubs set into each other surrounded by circles of scrub brushes, clothes line and clothes pins, and with a top of wash boards. A fan shaped arrangement of brooms was shown on both sides of the window and a neat display of waxing brushes, door mats, blacking and paint brushes filled up the bottom. Mr. Walker did not price his goods as he has found that it has worked out to his disadvantage to do so in lines in which he is competing with grocers.

Altogether there were about fifty stores competing for the six prizes, five of which went to Yonge Street stores, showing that more attention is paid to window advertising by the merchants on Toronto's main street than is done by those on Queen, College, Bloor and other business streets. Commendable displays, however, were made by George Stirrett & Co., 597 Dundas Street, J. C. McFadden, 763 Queen Street east, Samuel Hobbs, 1434 Queen Street west, J. W. Oram, 836 Yonge Street, R. T. Walker, 847 College Street, Prichard Hardware Co., 142 Dundas Street, John Hewitson, 904 Yonge Street, W. H. Lake, 608 Queen Street west, and C. F. Moorehouse, 220 Queen Street east. Other displays had no points out of the ordinary.

The judges in making their decision worked on a basis of giving points for selling qualities, attractiveness and originality, these being considered in the order named. A window might have a good appearance but if it lacked originality and failed to have strong selling power, calculated to arrest the attention of passers-by and bring them into the store to buy, the window stood no chance to win a prize. And the judges felt that more attention paid to placing inconspicuous price tickets on the goods would have added much to the selling power of many of the windows shown.



Window dressed by S. M. Burt, Toronto, awarded first prize of $25 in the Boeckh Brush Co.'s Competition.

In window displays this important fact should be remembered. Keep the backgrounds neat and attractive, changing them as often as it is necessary to obtain the desired effect from the goods displayed. Avoid long-worded cards, and plan out the design before the window display is started, take time, and see that the work is done neatly. Price each article if any pricing is done at all, although in an elaborate descriptive design pricing should not be attempted. If newspaper advertising is done, be certain to refer to the windows.

Don't worry. Things are never half as bad as it is possible for them to be.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Lawn Mower Sharpeners.—Chas. E. Boyd, Simcoe, asks for the makers of lawn mower sharpeners.

Robert Woon & Co., Oshawa, make a reasonably priced machine, other makers being the Caldwell Lawn Mower Co., Newburg, N.Y.; Chicago Wheel and Supply Co., 39 Randolph street, Chicago; Luther Brothers, Milwaukee, Wisconsin; Osborn Mfg. Co., Cleveland; and the National Machine and Stamping Co., Detroit.—Editor.

Crescent Bicycles.—Frank Koehler, Watrous, Sask., asks if any one in Canada sells the Crescent bicycle.

The Canada Cycle & Motor Co., West Toronto, took over the agency for this machine several years ago but are not now manufacturing it. They can supply parts, however.—Editor.

One Minute Washing Machine.—Mrs. Catharine Hanauld, Ethel, Ont., asks where the "One Minute" washing machine can be procured.

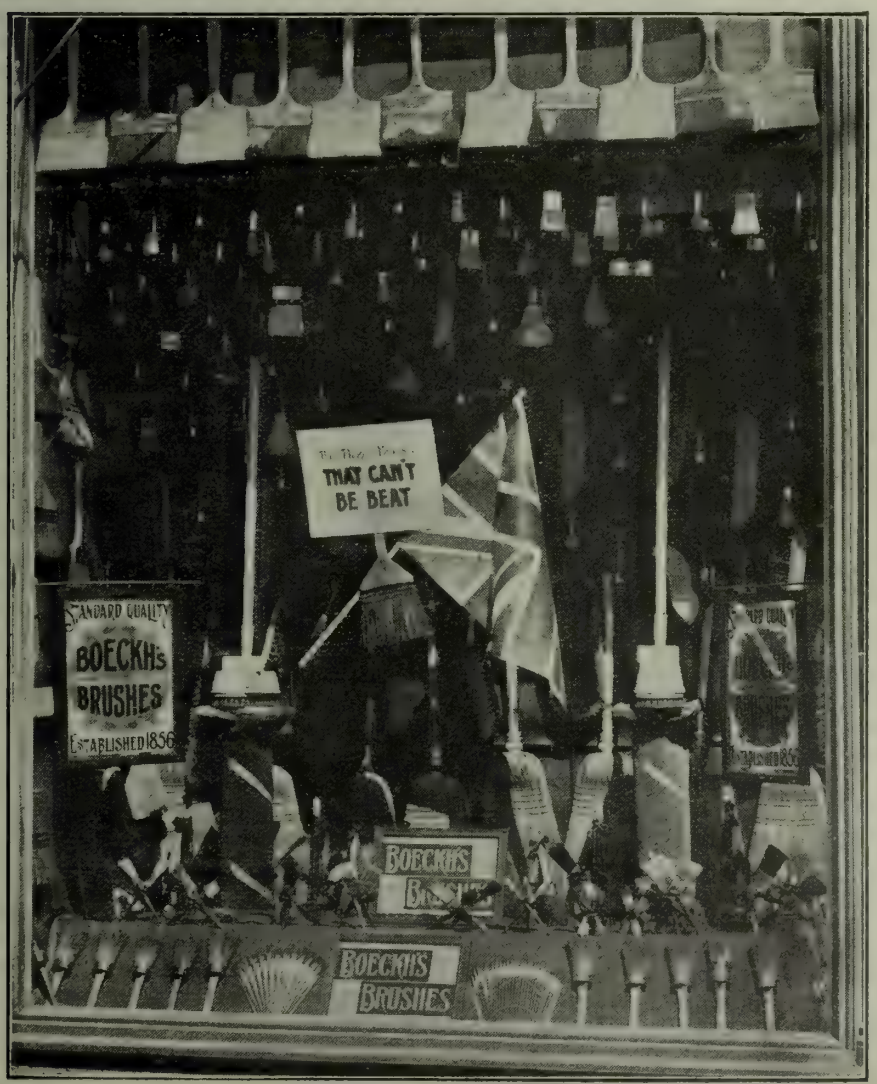
White-Ehrhardt Co., 121 Logan Ave., Toronto.—Editor.

Steel Eyebeams.—J. A. Henderson, of Brampton, asks where he can buy iron eyebeams in the United States.

Drummond, McCall & Co., Toronto, are import agents for the United States Steel Products Co., who also have an office at Buffalo. Samuel, Benjamin & Co., Toronto, are also importers chiefly of European goods.—Editor.

J. H. Worsell & Son, Goderich, ask where they can buy sheet iron boxes for hospital donation work.

W. F. Heise Mfg. Co., 61-63 Union Park St., Chicago, are reliable makers of rural mail delivery boxes and similar goods. The Macdonald Mfg. Co., Toronto, also make small savings banks of decorated tinware, these being used by the Salvation Army. They might undertake to make heavier boxes.—Editor.



Window shown by George Pearsall & Son, Toronto, awarded second prize in the Boeckh Brush Co.'s Competition.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Star Brand Hammocks.—The Dominion Hammock Mfg. Co., Dunnville, is issuing, through the jobbers, a catalogue containing price list and discounts. This catalogue is devoted to illustrations and descriptions of the "Star Brand Hammocks" made by the company. With the summer season near at hand hammocks should be a good article for hardwaremen to handle, and if there is a department in the store for the selling of seasonable goods, hammocks should help make that department one of the best paying in the establishment.

NEW MOLDING FLASK.

Louis W. Daman, of the Enterprise Foundry staff, Sackville, N.B., has been granted patents in Canada and the United States for an improved form of molding flask, which, it is claimed, will lessen the cost of manufacturing in foundries and will also help to increase the output. The new system made possible by the Daman flask will be applicable in all branches of foundry practice.

With the present foundry flask it is necessary to have a wooden or iron flask for each mold required excepting in bench molding, which is limited to a very small size. For instance, if a molder was capable of making 30 molds of a given size per day he would require 30 wooden or iron flasks. With this new system the number of molds possible is unlimited; all that is required is one flask and four or five jackets. The jackets are to be shifted from one mold to the other until all the molds have been filled. With the jacket in place and clamped down to the bottom board there is no chance for a run-out or strain on the castings, for there is nothing to yield to the pressure of metal while it is being poured. This is one of the many faults found with the present foundry flask.

Wooden flasks, which are mostly used, soon wear out, or twist and become weak. The loss from strain and run-out and burning of wooden flasks is great. On the other hand, cast iron flasks are too heavy to handle quickly and the breakage is a great expense. Very often, too, a change in a pattern will make them useless. With the new system a great variety of castings can be made without any change in the system outside of a possible change in the bars. For instance, in the stove business, it is necessary to have 36 flasks to make one ordinary No. 8 cast iron range. If the business demands 20 ranges per day the foundry must have 720 flasks at about $3 each; with this new system it would require about fifteen flasks and 75 jackets only to make all the 20 or more complete stoves per day and a variety of other patterns.

HARDWARE AND METAL

Established . . . 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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PUBLISHED EVERY SATURDAY.

THE METAL DEMAND.

Although buying has undoubtedly improved in the primary markets, the great rally in the demand that we have been looking for since nearly a year ago, has yet to make its appearance. Nobody with the true interests of the metal situation at heart, desires a strong boom which would inflate prices without giving stability. Speculators holding large stocks would like to see a meteoric rise, but the legitimate merchant wants stability with improvement, for he thinks of the future as well as the present. It is not easy to recover from a depression. Hard times come quickly but their effects are felt for long afterwards, even though the real pinch is past and done with.

The aggregate consumption is better than it was, leaving out the little boom round the Presidential election, but it is a long way from what it should be considering the poor buying all last year. Users have undoubtedly more confidence in prospects, but their confidence stops at buying more than they can scrape along with. Even the railroads which should be in the van, as the most progressive of commercial corporations, are still economizing and thinking of present rather than future dividends. All the way round users of metals are taking a restricted view of the situation rather than a broad one. Of course a large amount of metal is being consumed, and we are afraid a very large amount stored by speculators, but the consumption is not what it should be in the spring of a year that promises so much prosperity. It is only necessary for consumers to put aside their cautiousness and encourage things by increasing their output, to start the confidence ball rolling in good earnest. The consuming demand for the finished article wants encouraging, and the best way is for the manufacturer to show by his activity that he knows that the future is bright.

Within the last week or so there seems to be a brighter feeling in the iron and steel situation and this should encourage the other metals, for after all it is iron and steel which reflect the real condition of trade. We feel sure that a strong progress in demand is waiting to break in. It wants the strong controlling influence of the railroads and the large consuming concerns to show that the need for cautious buying and no stocks is at an end.

KEEP STOCK WELL INSURED.

A hardware store recently destroyed by fire in an Ontario town had $35,000 insurance on a $45,000 stock and $6,000 on a $9,000 building, the loss, therefore, being about one-third of the total value of stock and building, with the result of several years of labor swept away in a night. The hardwareman is still young and can retrieve his loss but it is safe to say he will take less chances with the fire demon in future.

Too many merchants take chances, risking not only their own property but their connections with those who are jointly interested with them in the success of their business. They feel that fire is hardly likely to hit them and they run along with a limited amount of insurance, besides taking additional risk in carrying dangerous stock on the shelves or in barrels where they can cause untold damage if fire reaches them.

High insurance rates undoubtedly encourage laxity in insurance matters, and lack of appreciation of friendly actions arouses antipathy to insurance companies. Hardware and Metal knows of one case where a hardwareman was refused reasonable damages to pails, rope, etc., which he allowed fire fighters to use in quenching a fire in an adjoining building, both buildings being insured in the one company and both being saved largely as a result of his assistance. The dealer is anxiously awaiting the time when he can place his insurance with the proposed Ontario Retail Hardware Mutual Fire Insurance Company.

Hardwaremen should take advantage of every fire fighting device, meeting the requirements of the Underwriters' Association in getting their rates down to a minimum and maintaining some appliances for quenching a blaze when one occurs. A fire, even if the stock and building is well insured, is a thing to be avoided.

PAINT SELLING POINTS.

It is very important that the merchant should take the utmost pains with his paint customers, especially if they are of the opposite sex. Most women have little knowledge of the correct way to paint, and there have been cases where failure to stir the paint brought forth complaints as to the quality of the article supplied. Then again paint is often bought where stain would have been the correct thing, and a thick brush where a thin one would have done. Although such mistakes are not the fault of the merchant all these things are laid to his door, and his paint department suffers.

The merchant, therefore, should interest himself, not only for his own sake but to make a friend of his customer, in each sale. He should inquire the purposes for which the paint, stain, or whatever it may be, is wanted, and then if he sees that the customer is not buying the most suitable kind, or the best color for the work, he should tell her so. Not only is his client pleased at the interest that the merchant is taking in the case, but there is less danger of complaint afterwards being made.

The merchant should also follow this up with some practical pointers as to the best way of using paints and stains. Some people imagine that all one has to do in painting is to seize the brush and pour the paint over the surface, paying no attention to the previous condition of the latter, and expecting the new surface to show up bright and clean looking and without blemish. Then when on the contrary it looks smeary, or blisters the merchant must sell bad paint. It is, therefore, well for the dealer to see that his customers are warned as to the necessity of seeing that the surface to be treated is in good condition to take the paint. Explain that surfaces must be dry, free from grease, and that the paint should be applied in thin coats. Also that it is false economy to use only two coats of paint on a new surface. Advise also as to the best brush to use, and the best color. Let the customer see that the merchant is greatly interested in the painting work that she has before her, and that he is anxious she should make a good job of it. In that way he gets the customer pleased with the store, and not only strengthens her patronage, but makes her willing to recommend the dealer to her friends. It is salesmanship of this kind that helps the store.

Just as the circulation of the blood is a necessity to carry vigor and life to the extremities of the human body, so the constant circulation of ideas throughout the entire store keeps the whole vibrant with life, and resonant with the energy of prosperous business.

Suggestions for May Business

With his spell of marking-time over, the merchant is face to face with the spring demand, and his success during the coming weeks will be commensurate with the extent of the preparations he has made, and the efforts he has planned to stimulate the natural flow of business. The man who has left off certain necessary alterations to his store until the present moment, with the result that workmen will be in possession of the place when the customers are pouring in; the man who has delayed getting his stock in, either through the evil of procrastination, or through a belief that the markets were bound to fall—which they have not done—and the man who has undertaken no advertising campaign to stimulate consumption, have done their best to strangle their chances. They are, as it were, starting in the spring Marathon, untrained and with little knowledge of the course. They will last the race, but they will not come in first, or second, or third. They will struggle in when all the shouting is over.

But the merchant who has committed none of these errors, who has his store in the best shape, everything looking as fresh as spring itself, with nothing on order with his jobbers, a complete assortment of lines displayed to the best advantage, and who has advertised, and is ready to advertise, is in the best possible condition. He is ready to start when the pistol goes off, not to slacken up until the course is run. We cannot too strongly urge upon dealers the great advantage of taking time by the forelock. Be ready for the trade, have all your window displays planned out, so that concentration can be made on your salesemanship. The judicious cultivation of the district during the tail end of the winter, gives the store a niche in the minds of the consumer. The latter has already associated your store with what he knows he will have to get, and now the time has come, the merchant reaps the reward of his labors.

* * *

The merchant should not be in a hurry to take out his window displays of house-cleaning utensils. He should be guided by the weather, and if radiators and stoves are still kept going, and storm windows undisturbed, then the housecleaning lines should hold pride of place. No woman likes to do her housecleaning until the "dirty" fires are done with, and the windows of the house got at easily. Besides, these lines especially appeal to the women, and it is the women that the merchant wants to entice into his store. They are the future purchasing agents of the community, and they should be made as familiar with the hardware store as they are with the grocer.

Then do not forget the paints. Keep them displayed all the time, and more particularly when displaying cleaning utensils, show the stains, enamels, and other specialties that would be wanted in the house to help in this brightening-up process. Impress upon the housewife the value of paints and allied lines theeir hygienic qualities and the ease with which they can be applied. Push paints, for there is profit in the process.

* * *

Gardening tools should now be displayed to their fullest extent. It is with these articles, excepting paints that the merchant can give the best appearance of spring to his windows. Put plenty of green into the window design Let the merchant pronounce the fact that spring has arrived, although a clouded sky may make some people sceptical of the fact. Let the merchant by his display make it evident that gardening tools have to be bought at once, and at his store. This can be done if the display is strong enough.

* * *

During the month show carpentering tools, and a good assortment, too, althought it would be well to leave out the articles that are out of the ordinary use and of high pricee. Building during this month is commencing to swing with vigor, and the workman wants his kit in shape. On occasions devote an entire window to tools, arrange them artistically and keep them classified as to sizes and prices. Builders' hardware should also be given a good run. This line of goods is getting more artistic every year, and Canadian manufacturers are turning out finer articles as the demand improves. Escutcheons, handles, rosettes, etc., mounted on stained boards, makes a most artistic and attractive window.

* * *

An elaborate display should also be made of refrigerators, ice cream freezers and water filters. The following pretty design has been suggested for a display of ice cream freezers. Erect steps in the window for several feet, covering them with white; over this put cotton in rugged form, sprinkling diamond dust on the cotton. From the roof suspend long strips of cotton in an irregular manner, hanging down and running over the edges of the ice cream freezers. Between the freezers show the imitation of snow drifting. The effect of such a display during May will be remarkable, especially if the days are hot. Price each freezer, and also use a catchy card referring to the need of something cooling on a hot day. Merchants handling a line of saddles and harness, should make an attractive display of this class of goods, showing at the same time, whips, bridles, and stable accessories.

* * *

Winter stoves are now relegated to the background, but in their place kitchen ranges, gas, spirit and oil stoves can be pushed. There is a market for ranges all the year round, while the stoves we have mentioned sell the best in spring and summer. Besides the camping out and picnicking parties will soon be on.

* * *

Then the sporting department should be pushed with vigor. Starting out with fishing tackle, the merchant can, as the time goes on, include baseball, tennis, football, yachting supplies, automobile and bicycle accessories, etc. A good, but yet economical display of fishing tackle can be made by simply stretching a net, either diagonally from the back wall of the window to the floor, or in a semi-circle the full length of the window, using apple-green for the background and floor helped out with artificial leaves and moss. Display such goods as floats, quills, lines, artificial minnows, etc., on this net, using the floor for the hooks in boxes, minnow buckets, and large goods, which could not be well placed on the net. Too much stress cannot be placed upon the proper display of sporting goods. Indeed, much of the success in selling these lines depends upon this very thing. They are not a necessity like other classes of goods, and therefore should be given the best chance. Many dealers fail to secure the trade that is at their door because they do not push the lines properly. They do not place their goods where the people can see them, or inform the community by other advertising means that their stores carry the lines. They should hustle after the trade instead of allowing it to come to them.

Don't get in with people who are always falling out.

Many a man who isn't a coward is afraid of consequences.

Run over the list of your friends and you will be surprised at the number you could dispense with.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Tin—Down a cent.
Spelter—Firm.
Tin—Unchanged.
Bolts—Firm.
Lead—Cut of 10c.

Toronto.

Turpentine—Cutting.
Chalk Line—Reduction of 2½c lb.
Buck Saw Blades—Some lines down 10c.
Iron—Canadian pigs $1 advance.
Lead—10 cents lower.

THE METAL SITUATION.

Despite improved consumption in New York in tin, the English market has shown a declining tendency. The bear operations have been too strong for the orders coming across the Atlantic, and prices have sagged badly. The unrest in the European political situation is also responsible for the hammering that has gone on. Copper has shown improvement in London, but not enough to influence New York where quotations remain very much as they were. The home markets are dull but exportations to Europe are heavy, which seems to show that foreign speculators have confidence in the situation. No efforts are being made to restrict production. Lead in London, after declining, improved a little, but there has been no strength to the market. Spelter is as firm as ever, and London quotations are as steady as Cleveland warrants were last year. St. Louis also keeps up well. Consumption is good, and production well in hand. Cleveland warrants are quoted at 47s 6d., a decrease of 3d. since last figures. The situation in the Old Country seems about the same. An improved tone is manifested in pig iron and steel in the States. Stocks of pig iron continue to decrease, while orders are swinging in more freely. There is an increased inquiry for finished steel products, and prices generally are held fairly firm.

MONTREAL.

April 30.—The opening of navigation has greatly stimulated trade, some heavy cargoes being already shipped, or in the course of shipment. Jobbers find that buying continues as free as ever, but still on the light side. Users are accumulating no stocks, and the markets in that respect are in good shape. Inquiries are better, and users continue to display strong interest in the situation. All metals are in request, but tin and spelter are most prominent. As a matter of fact there is not an overabundance of tin on the market.

The markets are unchanged this week with the exception of lead, which has been cut 10c. Spelter continues very firm, as is only natural, considering the demand and the firm figures in the primary markets. Copper is inclined to be week, but the changes in the New York market have not been strong enough to affect local prices. Heavy cargoes of imported iron are on their way, and the port will soon be busy.

PIG IRON—Activity has increased in pig iron as the heavy consignments from Glasgow and Middlesboro are now expected within a few days. New orders are coming in more freely, and busy times are anticiated. Scotch grades are still firm, while English lines are stiff, producers not being anxious to contract ahead at present prices. Canadian furnaces are reported as being busy, although there is no great rush. We quote imported pig, Clarence, $16.75 to $17; Middlesboro No. 3, $16.50 to $16.75; Summerlee No. 1, $18.75 to $19; No. 2, $18.25 to $18.50.

TIN—Orders are swinging in well, and the market, despite a sagging in London, is on the firm side. There is not too much tin at present in sight locally, and jobbing prices are maintained at 32½ for ordinary lots. Good consignments of tin are booked for boat delivery. Inquiries are coming in well, and with the primary markets in better shape than they are, business would be influenced. New York consumption is very good, but although orders have been freely placed in London English bear operators have kept figures down.

COPPER—The jobbing price of copper is unchanged at 14c with fair trade moving. The fluctuations in New York have not been sufficient to influence jobbing prices. Heavier consumption would help things along here, but the primary markets continue dull and apathetic. The Dominion Copper Company which has gone through so much tribulation is to be sold early in May in British Columbia, and the reorganization committee are reported actively getting things into shape again.

SPELTER—Spelter continues to sell well, and the market is firm and unchanged at $5.75. The London and St. Louis markets maintain their strength splendidly, and this helps to keep things moving well locally.

LEAD—There has been a cut of 10c in lead, making the price of imported pig $3.65. Trail naturally follows suit, and is marked at about $3.55. Fair orders are being received but the English market is far from being strong, and the recent sagging naturally affected the local market.

TORONTO.

April 30.—The metal market is showing a little more strength this week and there is some little improvement in buying, though orders still call for small quantities. While there are more buyers in the market there are also more sellers bidding for business, so no one or few houses are able to get all the trading that is going.

Copper and iron are the centre of attraction. While the former metal is at the same quotation as last week, there is a decidedly easier tendency. Domestic pig iron has advanced, no doubt due to the firmness noted in the eastern U.S. markets with the prospect of higher prices, together with decreased production of home furnaces. The other metals show some changes. Tin is off a cent, though it is likely it will go up again before another week goes by. Lead is much easier and the local quotation is lower.

Demand from consumers appears to be strictly confined to absolute requirements, which leads one to think that activity in the manufacture of metals is somewhat restricted.

PIG IRON.—While the decline in English pigs noted a week ago yet holds good, there is a firmness to the domestic product and prices have advanced to $19.50 for Canadian foundry. Production has not been increased at home and this fact taken in conjunction with the promise of higher prices in Pittsburgh and New York have given a firmness that has been lacking for a year. This has had the effect of boosting Canadian pigs $1 over the quotations prevailing until now. The high quotations of English iron during the winter were hardly justifiable and those lines are now at a figure more in conformity with the condition of the market. Of course the opening of navigation has allowed imports to come nearer Toronto by boat and there is too, a consequent lower freight rate. No. 3 Middlesboro is $20 and Cleveland, $21.50.

COPPER.—Supplies are still very large and likely to remain so for some time. The local quotation remains at 14c, though during the past week the price has been fluctuating between 13c and 15c. A ½c better price may be had for quantities, as there is a much firmer tendency abroad.

LEAD.—Another decline is noted in imported lead and the market now shows $3.65 as the quotation. Large quantities may be had below this, but for jobbing lots this is a fair price.

SPELTER.—This metal although unchanged in quotation for several weeks shows a firming up tendency. Ever since the beginning of April, spelter has been strong and there certainly will be an advance if the present improvement continues.

SHEETS AND PLATES.—There is hardly any perceptible change in conditions and no change at all in price. Unlike other metal lines sheets and plates do not enter into so much speculation. Importations are made once or twice a year and the price for the season is fixed in the buying price and irrespective of market values. The spring importations are now on their way to Montreal and they are expected to arrive next week.

TIN.—Pig tin is off again this week and a decline of a cent from last week's quotation is asked. It is not thought that this low price will last, except for fair quantities, but that before many years the market will firm up again.

OLD MATERIALS.—All lines are moving more freely. Stocks continue large, but there is not the accumulation of a couple of weeks ago. Dealers are buying freely still, but there are also some fair sales being made. Prices are unchanged and dealers are paying for heavy copper and wire, 11c; light copper bottoms, 10c; heavy red brass 9¾c; heavy yellow brass, 8¼c; light brass, 6¾c; tea lead, 2½c; heavy lead 3c; scrap zinc has gone up from 3¼c to 3½c and 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¼c to 7½c.

HARDWARE MARKETS

MONTREAL.

April 30.—Orders from Quebec have been somewhat quieter this week, owing no doubt to the cold weather. Snow storms are hardly stimulating to spring trade, and dealers have not been so busy as they would be under more genial conditions. The Maritime Provinces, however, do not seem to have been so affected as business is coming along steadily and well. The Northwest appears to be in good shape, and well assorted orders are being received. Seeding has been delayed, but no uneasiness is being felt over this. Shelf lines continue to move much better than the heavy stuff.

Gardening tools, especially hose and lawn mowers, are in good demand, while builders' hardware continues to develop splendidly, especially locally and nearby points. Harvest tools have improved. The near approach of the baseball season has stimulated the demand for baseball supplies. Booking ahead generally is still quiet, nearly everything being for immediate delivery. No important changes in prices are announced, and the markets are firm. Bolts are very stiff under a good demand.

BUILDERS' HARDWARE. — A strong local demand has sprung up, influenced no doubt by the very encouraging building prospects. Jobbers report good orders of an assorted character from all over the country. The markets seem generally firm, and we continue to quote: Door sets and escutcheons 50 and 10; escutcheon pins, steel, 50; brass, 55. Spring hinges, No. 20, $9 per gross.

SPRING LINES.—Gardening tools are now moving prominently, especially hose and lawn mowers. House cleaning lines are in steady demand but there is not quite the rush noticeable a week or two ago. Repeat orders are coming in for screen doors and hinges, green wire cloth and poultry netting. Refrigerators are moving steadily. We continue to quote: Screen doors, stained, $7.80; grained, $8.10; screen hinges, $9 a gross; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

HARVEST TOOLS.—Bookings have improved in these lines, and a promising call is opening up. Some immediate delivery orders have appeared, but the full movement has not yet been felt. We continue to quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

MINERS' SUPPLIES.—Fair business is swinging in. Repeat orders are at hand from some of the large mining districts, and business seems to be improving, There are no changes in prices, and we quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS.—The market in bolts is very firm under a good demand. Orders are for larger bulk, and dealers are stocking up. We continue to quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS.—A steady movement characterises all ordinary sizes. Prices are unchanged and we quote: Discounts at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head, brass.

WIRE.—Wire is still a prominent seller and the five movement noticed last week continues. Prices are unchanged and we quote: Barb wire, car lots and mixed, $2.65; small lots, $2.70; plain, twist, car lots, $2.95; small, $3; plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65, straight and mixed car lots, and $2.75 small lots.

BRIGHT WIRE GOODS.—The demand continues good. Jobbers report well assorted orders with the markets firm and unchanged. We quote: Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes, screw eyes, and square hooks, 60 per cent. Wire hat and coat hooks, 40c a gross.

TORONTO.

The hardware trade is enjoying continued good business this week, and if anything is a little better than last week. All the jobbers report splendid sales, and orders for hardware are being filled and shipped out just as quickly as they can be put in hand. Seasonable lines, of course, have the call; but it is particularly noted that country hardware merchants are stocking up more liberally than for nearly eighteen months past.

Garden tools, lawn goods, household utensils, shelf goods, and nails and screws and builders' hardware easily carry off the palm for volume of trading being presently done, though there is also a first-rate demand for general lines. Wire, green wire cloth, screens, poultry netting, etc. are frequently asked for.

Hardware lines generally are maintaining their prices well. In fact, if anything there is a somewhat firmer tendency, though some chalk lines and saw blades are at a lower quotation, and lawn mowers are at a low price.

SPRING LINES—There is such an immense variety of hardware articles classed under this general heading that it would take a deal of space to enumerate them, but netting of all kinds and screens, too, together with many articles used in repairing around house, garden, barn and farm, are going out freely. Lawn seeders have created a sudden demand. Summer goods, such as hose, lawn mowers, sprinklers, swings, awnings, lawn chairs, refrigerators, and ice cream freezers are beginning to move fairly well. Spear & Jackson's (Sheffield) buck saw blades are down in price this week. 30-inch has dropped from $3.60 to $3.40 per doz.; 32 inch from $3.80 to $3.65, and 34 inch from $4.20 to $4.00.

SPORTING GOODS—Chalk lines in 4½ pound tubes which were selling at 30 cents a pound are now quoted at 27½c. Fishing outfits are moving fairly free, the demand for steel and bamboo rods being about equally divided. Baseball goods just now are selling best, but lacrosse and football outfits are coming along pretty well, and guns and ammunition are figuring in inquiry.

BUILDERS' HARDWARE—In the city this line is probably the greatest in demand, though the country trade, too, is improving from week to week. Springs, hinges and locks are free sellers, and building papers of all kinds are going out well. Screws are at full tide in demand.

HEAVY GOODS—Nails are again to the front and moving as freely as they were a month ago. Bar-iron is a fairly good seller. Manufacturers and jobbers seem to be quite encouraged with the increased buying that has begun to assert itself.

METAL NOTES.

Although lake navigation is about to open, there is no expectation of a brisk movement of Lake Superior iron ore for some time to come. This is the consensus of opinion of shippers and rail and water transportation men. The stocks of ore at eastern lake ports are said to be still pretty large.

Chairman Gary of the U. S. Steel Corporation reports a steady gain in the steel trust's business since December last.

A speech on the iron resources of Vancouver Island was delivered in the B. C. Legislature recently by Mr. Thomson, one of the representatives of Victoria. "We can," he said, "manufacture pig iron here for $12 a ton, as against $15 a ton in Tacoma and Seattle, and this does not take account of any Dominion bonus. The main reason for this is the cheap and economical way we can assemble our materials."

HARVEST TOOL BUSINESS SOLD.

Announcement has been made this week of the sale of the business of the Maple Leaf Harvest Tool Company, Tillsonburg, Ont., formerly controlled by J. C. Dietrich, senior, president; C. J. Shurly, vice-president; F. D. Palmer, treasurer; W. W. Janney, J. Charles Dietrich, Oscar H. Vogt, T. Fred Shurly and P. G. Dietrich, all of Galt, to P. H. Withington, Cleveland, vice-president of the American Fork & Hoe Company, and T. H. Russell, Geneva, Ohio, secretary-treasurer of the same corporation. These gentlemen will be president and vice-president respectively of the new company with C. K. Janson, formerly manager of the Maple Leaf Company, continuing as manager and also acting as secretary-treasurer.

Mr. Janson advises Hardware and Metal that the sale was made to the Ohio gentlemen as individuals and not to the American Fork & Hoe Company, as stated in the daily press. The business will be continued under the name of the Maple Leaf Harvest Tool Company and the alliance with the fork and hoe trust will necessarily be a close one.

The Tillsonburg plant will be enlarged to about four times its present size and about 200 additional men will be employed. The increased output will be for the export trade, advantage being taken of Canada's more favorable trade relations with other countries than enjoyed by the United States.

The American Fork and Hoe Co. is one of the concerns affected by the Canadian customs ban on prison made products, it controlling the output of factories employing both free and prison labor. The customs authorities do not prohibit the importation of the products of free labor factories conducted by such companies but are naturally suspicious of any goods shipped into Canada by them, this causing the importers considerable trouble. With the trust in control or working in harmony with a Canadian factory this trouble will be avoided and the trade in this country will not receive any of the prison goods.

The former proprietors, according to J. C. Dietrich, were not anxious to sell, but the price offered was too good to refuse.

OPEN MARKET IN WIRE.

The Iron Trade Review (April 28) says conditions closely approaching a genuine open market in wire products are prevailing, and the official price schedule which is becoming more and more nominal is being generally undercuoted.

The increased activity in pig iron is continuing, but the heavy stocks in northern furnace yards are holding going business at bottom quotations. Old material is in a stationary state awaiting the time when the mills will be able to offer higher figures for their melting stock.

Hardware Trade Gossip.

Quebec.

Stevens & Collard, tinsmiths, Montreal, have registered.

The assets of Labadie & Moreau, tinsmiths, St. Romauld, have been sold.

The assets of O. B. H. Maille, hardwaremen, Longueuil, have been sold.

A demand of assignment has been made on B. Coren, hardware merchant, Montreal.

E. W. McCarty, president of the Imperial Asbestos Company, has been visiting Montreal.

C. W. Webb, of Warden King, Montreal, is in Winnipeg on business. A. W. Lamontagne is undertaking his duties for the time being.

J. R. Dargavel, Elgin, Ont., who graduated from McGill ten years ago, has been renewing old acquaintances in Montreal and attending class dinners, etc.

William Starke, of Starke-Seybold, Montreal, has been made vice-president of the Slater Shoe Company. Montreal, and Lt.-Col. R. Starke, one of the directors.

The Choral Association of St. Louis de France, of Montreal, of which Fred C. Lariviere, hardware merchant, is president, entertained 3,500 people in the Arena, Montreal, on April 13, the chorus of 250 singing one of the master pieces of modern composers, "The Children's Crusade of Gabriel Pierne, Grand Prix de Rome in 1882." This work was executed for the first time in 1905 under the direction of Mr. Colonne at Paris, France.

Ontario.

S. L. McKay, Kingsville, has sold his hardware business to D. H. McCoy.

E. H. Jeeves, hardware merchant, Port Rowan, has advertised his business for sale.

W. S. James, hardware merchant, Niagara-on-the-Lake, has just completed the electrical wiring of the village.

Mr. Cole, of Cole & McMurray, Niagara Falls, was a caller at the Toronto office of Hardware and Metal last Friday.

J. Mahon, of Mahon Bros., Campbellville, who recently bought Beattie & Son's hardware business at that place, paid a buying visit to Toronto this week.

Berriball & Blackmore, Huntsville's new hardware and tinware firm, opened their store last week. Berriball and Blackmore are experienced hardwaremen from Toronto.

Homeyer & Richert, Breslau, have purchased the business of J. P. Jupp, West Montrose, and will conduct it as a branch with A. E. Richert in charge, Wm. Homeyer continuing at Breslau.

G. F. Stephens, wholesale paint merchant, Winnipeg was in Toronto this week spending a few days with friends on his way back from a three months' visit to New Orleans and other points in the Southern States. Mr. Stephens began his experience as a traveler in Montreal in 1875, going to Winnipeg to establish a paint supply house in 1882. Mr. Stephens will visit Montreal next week before returning to Winnipeg.

Western Canada.

W. H. Park, hardware merchant, Arden,Man., has assigned.

Ritz & Coblentz, hardwaremen, Lockwood, Sask., are succeeded by E. H. Ritz.

SPORTING GOODS MANAGER RESIGNS.

In a recent issue of Hardware and Metal it was stated that H. W. Alger manager of the sporting goods department of the Miller Morse Hardware Co., Winnipeg had resigned his position to take charge of a similar department for Lewis Bros., Montreal. This was a mistake. Mr. Alger is leaving the Miller Morse Hardware Co. to succeed the late



H. W. ALGER, WINNIPEG.

Who is leaving the Miller Morse Co., to accept a position with a Chicago wholesale house.

H. W. Chester in the management of the sporting goods department of Hibbert, Spencer, Bartlett & Co., Chicago. He will assume his new duties on June 1.

Mr. Alger has had twelve years' experience in sporting goods departments, having been connected with the Fletcher Hardware Co., Detroit; the Marshall Wells Hardware Co., Duluth, and for the last four years he has been manager of the sporting goods department of the Miller-Morse Hardware Co., Winnipeg. He organized the department for the Miller-Morse Hardware Co. and made it an important factor in the firm's business.

Mr. Alger was very popular among the hardware trade in Winnipeg and his friends are sorry to see him leave the city.

Trade News From Atlantic to Pacific

Maritime Provinces

St. John Valley Railway to be Constructed—Elections at St. John—Death of a Prominent Member of the Maritime Board of Trade—The Bicycle Trade Booming at Halifax.

ST. JOHN.

April 28.—The delegation from St. John, Fredericton, Woodstock, Centreville and other places along the St. John river, who went to Ottawa last week to present the claims of the proposed St. John Valley Railway before the government have returned home greatly pleased with the result of their mission. The delegation was received by Sir Wilfrid Laurier, Hon. Geo. P. Graham and Hon. William Pugsley. The case of the construction of the road was argued by W. E. Foster, president of the St. John Board of Trade; J. T. Allan Webblee, of Woodstock; J. E. Porter, of Andover; James Burgess, M.P.P., of Grand Falls; F. B. Carvel, M.P., of Woodstock, and Hon. J. K. Flemming of the New Brunswick government.

The proposal which the delegation laid before the federal ministers was that the government should continue the double subsidy for the construction of the line down the St. John from Grand Falls to St. John and that on the bonds of the proposed company being guaranteed by the province the Intercolonial should undertake the operation of the road and pay to the company forty per cent. of the gross earnings.

Sir Wilfrid Laurier replying for the government assured the delegates of his hearty sympathy with their proposition and said the double subsidy should be at their disposal. Regarding the operation by the I.C.R., he said the government would take the matter into serious consideration. It is expected the aid of the provincial government will be secured and that the building of the road will soon be an accomplished fact.

Six new aldermen will sit at the council board after May 1 as a result of the civic elections held on Tuesday, April 21. Among the new men is Joseph A. Likely, lumber dealer, who operates a saw mill in the north end. Alderman William Lewis, of the firm of William Lewis & Son, manufacturers of bolts and wrought iron work, was re-elected and Ald. John McGoldrich, dealer in heavy metals, was elected by acclamation and enters upon his 26th year as an alderman Ald. Alexander Rowan, hardware dealer, Main Street, was defeated by A. O. Havelock Wilson, wholesale dealer in fish.

Architect F. Neil Brodie has signed contracts for a self contained residence for A. H. Wetmore on Canterbury Street. The successful tenderers are: A. Dodge, carpenter work; J. H. Burley, mason work; G. & E. Blake, plumbing; W. A. Steeper, galvanized iron and sheet metal work, and R. Barbour & Sons, painting and glazing.

HALIFAX.

April 26.—Business at the Port of Halifax was exceedingly brisk during the past week. The large sheds at the steamships were filled with freight principally goods for shipment to Montreal, Toronto and Western Canada. These goods consisted mostly of slag, cement, glass, machinery, and heavy metals. The local hardware trade is quite satisfactory and large quantities of goods are being sent out. Collections are fair. The weather is a little backward and this affects trade to some extent.

The Halifax Board of Works opened tenders this week for a large quantity of iron pipe and valves. The tenderers for the water pipe were: The Canadian Iron Corporation, Londonderry; Stonely Coal and Iron Co., England; Wm. Stairs, Son and Morrow, Halifax; Watson Jack & Co., Montreal; J. Coates & Co., London; Canada Foundry Co, Toronto; L. H. Goudey & Co, Quebec; W. Beverley Robinson, Montreal; D. Y. Stewart & Co., Glasgow; and R. D. Ward & Co., Philadelphia. The tender of W. Beverley Robinson, being the lowest was recommended to the City Council for acceptance. The quantities and the prices were: 87,000 feet of 12-inch pipe at $28.70; 25,000 feet of 9-inch at $29.00, 10,000 feet of 6-inch at $29.80, and 500 feet of 3 inch at $31.67 delivered. The tenderers for supplying iron socket valves were: Stewart & Co., Canadian Foundry Co., W. Jack & Co., and Stairs Son and Morrow. The Canadian Foundry Company offered to supply 25 6-inch valves at $9.65; 6, 3-inch at $4.55 and 15, 12-inch at $38.65, and the tender being the lowest was recommended for acceptance.

The bicycle promises to be more popular than ever this season, and the demand has started already. Not for many years have the merchants in Halifax received so many orders for wheels, and considering that it is so early in the season the year promises to be a banner one. An evidence of the increased demand is shown by the fact that Clayton & Sons have moved their bicycle, automobile and carriage departments into spacious apartments in north end of their fine new building. This firm does a very extensive business in bicycles, and handle the "Cleveland," "Brantford," and the "Massey-Harris" wheels.

Mr. Lane, an American capitalist, proposes to build a cold storage plant at Shelburne, N.S., to cost $80 000 and to do a general fish and exporting business. He will also use the by-products in the manufacture of glue. There is no glue factory in Eastern Canada, and Mr. Lane will endeavor to have the Canadian Government put a duty on glue. A delegation from Nova Scotia, accompanied by Mr. Lane are now at Ottawa interviewing the Government.

Melville G. DeWolfe, a prominent man of Kentville and well known throughout the Provinces for his interest in public affairs, committed suicide by drowning in the Cornwallis River, a short distance from his home yesterday. Ill-health and despondency caused him to end his life. He was sixty-three years of age, and had been in business in Kentville all his life, having succeeded his father. From their inception he was a member of the Maritime Board of Trade, the Nova Scotia Fruit Growers' Association and the Nova Scotia Farmers' Association, having at times held the presidency of each. He was a prominent figure at the meetings of the Maritime Board, and his death is universally regretted undr such sad circumstances. His body has not been recovered.

Craig and Morton, the new hardware firm have offered ten medals for the team winning the Halifax Baseball League series.

All the mills are now running and the lumber business promises to boom this season. A large crew of men are now engaged at Fredericton in rafting the drift drive.

W. E. H.

Ontario Trade News

Brantford Police Making Campaign Against Air Guns—St. Thomas Makes Good Arrangement With Telephone Company—Wallaceburg Glass Factory to be Rebuilt.

KINGSTON.

April 27.—Plans are prepared for extensive alterations at the penitentiary. The main building, now used for the office, will be done away with, and made into cells, so as to get more room for the inmates. A fine sanitary building will be put up on the left of the main entrance, for female convicts. The deputy warden will have a residence outside the grounds.

All the sporting goods men have placed large orders for fishing tackle. They state that they dispose of considerable tackle during a season. One fact which goes to show that considerable business is done is that a number

of the tobacconists also carry a large stock in this line and they do a rushing business. "Sold nearly every bit I had last summer," said one tobacconist, when asked by your representative. Kingston is thronged all summer long with tourists going to and from the Thousand Islands.

The gasoline launches and "put-puts" are now making their trial trips and the demand for gasoline from the hardware merchants, is beginning to pick up. There has also been quite a brisk sale in paints, varnishes and other necessaries for vessels.

An extensive addition is being made to the Davis tannery. The new building, which is being erected, is 212 feet long, and 62 feet wide, the roof, floors, etc, being all of concrete reinforced with metal. E. G. B.

PETERBORO.

April 28.—Ray Best, of the Best Stove and Hardware Co., states that the spring business has been particularly good from the hardwareman's standpoint. One of the best lines so far has been paint, which has been sold for brightening up homes and for the annual cleaning which is now at its height.

W. R. Higgins, of the Higgins Hardware Co., is among the optimists. The season has been suiting him thus far and in supplies for farm buildin~ and for local work he has had his share.

An interesting exhibit has been made this week in the hardware store of the F. R. J. MacPherson & Co. The electric toaster manufactured by the Collier Electrical Supply Co. was demonstrated by one of the members of the firm. Bread was toasted and the public treated to toast and coffee. The heater is simple in its appearance and in its mechanism, and yet gives excellent service. It toasts the bread uniformly and can be easily regulated. It saves the trouble of making a fire and at the same time the bread is claimed to be toasted better than if it had been before a fire.

The Trent Valley canal, being opened this week, the hardware merchants will experience an increased Saturday trade as the farmers come into the city from points along the river and all along Rice Lake. The work of painting the locks along the canal is a big job and has already been begun for this year.

Practically all the local hardware stores have windows displaying garden tools, and different lines of paint still have a prominent position.

The weather in this locality has been not encouraging to those in the building trades. While it has not been really cold its effect has been deterrent upon the building boom that is expected and which is gradually opening as the report of the number of building certificates shows.

Peterboro has practically landed a new industry. It is the Purity Ware Co. which will manufacture enamel and galvanized ware. The citizens will have to ratify the by-law the council has passed by a vote on June 1. This will mean that this city will be the distributing centre for a large firm manufacturing similar goods in New York. H. T.

TORONTO.

April 29.—The Vokes Hardware Company have moved this week from their old premises at Yonge and Adelaide Sts. to their new five-storey building at 40 Queen St. east, adjoining the Pease Foundry Company's premises. The new building is being fitted up in splendid style and will have the finest battery of shelf boxes in any Toronto store. The building is constructed on fireproof lines with bricked-in stairways and elevators, and a lot in the rear of the Pease building provides excellent shipping facilities.

Albert Maas, hardware and stove merchant, 534 Queen St. west, Toronto, has sold his business to Anthony Mole, who has been in his employ for the past sixteen years. The transfer takes place on May 1.

Fred G. McBrien's store at 1000 Bloor St. west, is being enlarged. The excavation for the extension in the rear has been made and the walls are now being constructed. Work on his new nail factory on Main St. has been suspended owing to a shortage of brick, the walls now being up beyond the first story.

George Pearsall & Son, 417 Yonge St., have been doing some enterprising advertising in an evening paper, occupying a space 10 inches deep by three columns wide, twenty-four articles being illustrated and priced in similar style to the Russill Hardware Co.'s, and the departmental store ads. "Pearsall's Hardware Bargains" ought to bring him a lot of business, while not hurting competitors as prices are well maintained.

Samuel Hobbs, 1434 Queen St. west, has been making a novel window display in the form of a flower garden enclosed in lawn fence. Mr. Hobbs says a similar window sold a lot of fence last year and he expects even better results this spring.

George Oram, 836 Yonge St., returned this week from a two months' pleasure trip to Florida and other Southern States.

Trade has been quite brisk during April, both paints and sporting goods having been in excellent demand with a nice trade in builders' supplies picking up. The outlook is for an exceptionally good year in builders' hardware and tools. W. W.

HAMILTON.

April 27.—Recent evidence of the extensive and careful manner in which Hardware and Metal is read, is to hand in connection with the sudden suspension of the building operations on the new building for the Mills Hardware Company a couple of weeks ago. A full account of the plans of this concern were published in Hardware and Metal and the railway officials who had not previously been aware of the extensiveness of the proposed scheme, immediately pricked up their ears and decided to secure the property before the big building was erected. By their prompt action they saved thousands of dollars, for if they had allowed the building operations to go on and then tried to purchase the building and property the cost would have been enormous. So much for the influence of Hardware and Metal.

In an interview as to the prospects of business during the coming summer, Walter B. Champ, president of the Board of Trade and secretary-treasurer of the Hamilton Bridge Company, said, "With reference to the outlook for 1909 and 1910 I would say that it is looking better every day. It cannot be expected that this period will be as prolific of good results as the year 1907 as that year was an abnormal one. However, with the prospects of a good crop and an early spring I have no hesitancy in stating that by the first of June all lines of business will have about all they can take care of." He said that the largest customers of the country, the railway companies, were not purchasing anything but what they required to meet their immediate demands and as soon as the crop of this year was assurred they would no doubt place large orders for necessary equipment and supplies. And just as soon as they did this the trade outlook would get a tremendous uplift. He expressed the belief that the tide of immigration would be great this year and this would help to improve trade conditions, as these new settlers will require building materials, clothing and other necessaries of life. In conclusion Mr. Champ said he thought everything depended on the crops and if we had one like last year or better there was little doubt that business would soon be on a sound basis.

Operations will be commenced this week on the erection of the new Y.W.C.A. building on West Main St. The present building will be remodelled and a large addition made to the rear of it. The work will cost $36,000 and the contracts have been awarded as follows: John E. Riddell, tinsmithing; John Rodger, painting; Hamilton Bridge and Tool Works, steel work; Middleton Marble Works, builders' hardware and supplies. D. L.

LONDON.

April 27.—"Business has been very good the past week particularly in garden tools and paints," said W. B. Gillespie, this morning. "We are looking forward to a brisk business in builders' supplies as soon as building operations which are going to be very active this season, get well under way." Mr. Gillespie speaks the views of the trade generally.

Thomas Seaton, for some time electrician for the McClary Manufacturing Company, has resigned his position and intends moving to Winnipeg.

The manager of a local machine concern states that this is going to be the biggest year for gas engines on record. "We have already enough orders to

keep us busy till fall," he said, "and orders and inquiries are constantly coming in."

The office staff of the McClary Manufacturing Company and the clerks in the employ of the Cowan Hardware Co. are represented in the Commercial Baseball League of six clubs, and both are expected to give a good account of themselves.

The City Council is still after the branch of the United States Steel Corporation which is to be established in Canada, the object being to have it located at Port Stanley. Word has been received that the matter is in the hands of J. S. Farnell, of New York, president of the company, and the chairman of the Manufacturers' Committee is getting in touch with him.

D. J. Cowan has purchased at auction the site at Pottersburg, outside the eastern city limits, on which the burned Canadian Packing Company's buildings were located, for $3,100. Mr. Cowan is vice-president of the London Foundry Company, and says that in all probability that company will build on the property he has purchased and remove their business to Pottersburg.

F. T. Y.

BRANTFORD.

April 20.—Housecleaning time is here and local merchants report a brisk moving in seasonable goods, such as brooms, mops, wringers, wash tubs and boilers, etc. There is also a good demand for butter-making utensils and churns. Gardening tools and builders' hardware is going out well, while the movement in paint and glass is steady.

The Elliott Hardware Company is using a good deal of newspaper publicity for Saturday bargains, with a corresponding gain in returns.

The North Brant Agricultural Society will erect a new sheet iron building to replace the exhibition hall at Paris, burned down recently.

The Massey-Harris Company will shortly ask for tenders for the erection of an additional storage warehouse, to be built at the rear of their present warehouse. It will be of white pressed brick, 66 x 162 feet.

The local police are waging a campaign against the illegal sale of airguns to boys under age. A local hardware dealer was given a warning last week, and a young lad who was found with one had it confiscated.

Brantford will go in for street paving by the municipality. Contractors will be asked to furnish material with a ten year guarantee to pave George street as a start. Should it prove successful more will be done.

The senior partner of Howie and Feely, hardware dealers, this city, is rather seriously ill.

At a meeting of the retail merchants held on Thursday evening, it was decided to advertise for a collector on the plan which has proved so successful in Guelph. A list has been in circulation here for some time, and has been sufficiently supported to take this step. The result will be that, to a great extent, the "dead beat" will be done away with.

The agreement between the town of Paris and the Sanderson-Harold company was signed on Monday.

The contract for improvements at the County Court House was let to the Shultz Bros. Company for $5,000.

John Malcolm & Son, St. George, are making an addition of a large warehouse to their present factory. It will be 26x42 feet. A concrete reservoir will also be erected.

The local hardware dealers are showing lines of housecleaning supplies and fishing tackle. Howie and Feely have in their west window a neat display of dairy utensils.

A. W.

GALT.

April 28.—The month of April will be the best in years according to local hardware dealers. The outlook at present is very bright. There will be a large amount of building, including one hundred dwelling houses, two blocks of stores, an addition to the Goldie Co.'s mill, and additions to several of the manufacturing plants. All the plumbers are exceptionally busy installing the plumbing arrangements in new houses. It will be the best building year in the history of Galt.

Wm. Twaits accountant at the Canadian Brass Company was married on Tuesday to Miss Laura Osborn, of Mount Forest. The employees of the factory presented Mr. Twaits with a handsome set of silver and a plateau. He is well known in hockey circles in Ontario.

The new building for the Hammond Potato Machinery Co. is about completed and the factory will soon be running full blast.

Scott & Bennett, plumbers and dealers in plumbers' supplies, have let the contract for a brick block on South Water street to replace their present building. The new block will contain three stores and will be three stories high. One store will be used by the present firm and the other two will be to rent.

There is a big demand at present for fishing tackle in anticipation of the opening of the trout season.

It is understood that an American company will shortly take over the plant of the Edge Tool Company which went out of business about a year ago.

B. E. C.

CHATHAM.

April 27.—Business in all lines seems to be picking up steadily, and the hardwaremen share in the general advance. All report the outlook for spring and summer to be excellent.

Garden tools form a feature of several excellent window displays this week. J. C. Wanless displays a metallic hose reel, which is something of a novelty here.

E. L. Webster, formerly of Westman Bros. staff, has severed his connection with that firm and taken a position in Ernest C. Brisco's bicycle and sporting goods store. Edward Rollins has taken Mr. Webster's place on the Westman staff.

Stephens & Douglas are handling the Boyer Gliding Settee, manufactured at Stratford. One of these appliances occupies a prominent position in this week's window display.

Fred C. Moore, at one time connected with Westman Bros. and who latterly has been travelling in the west and managing a grocery store up north, is back at the hardware business. This week he joined the staff of P. Cunningham & Co.

Stephens & Douglas make a feature of cut glass a line of goods usually associated in the public mind with the jewelry trade. A show case is devoted to a cut glass display, and returns are good.

Mayor Westman, of Westman Bros., has been invited to attend a conference of western municipalities to be held on Thursday, in Toronto, with reference to securing for Western Ontario towns better terms for Niagara Power. He states that he will likely be present.

The vexed question of natural gas purification has at last come to a head, Government Inspector A. F. Nash having laid an information against the Chatham Gas Company, charging it with supplying gas for illuminating purposes which is not properly purified and contains sulphuretted hydrogen. This morning the case was adjourned for a week. Recently, Mr. Coste, of the Volcanic Gas Co., which supplies the Chatham concern, went so far as to threaten to cut off the city's supply. The company claims that the expense involved in purifying the entire supply would eliminate all the profit; though experiments are being made with individual purifiers, to be used solely for illuminating gas.

The Manson Campbell Company, Limited, of this city, well known for the manufacture of fanning mills and kitchen cabinets, has branched out into the making of natural gas burners. The company also carry a full stock of pipes, valves and fittings of all kinds, and is advertising throughout the newspapers of the country.

The Sydenham Glass Co., Wallaceburg, recently burned out, is securing from the Pittsburg Construction Co., plans for a mammoth steel structure to replace the old factory. The new building will be entirely of steel, brick and concrete. Armstrong & Dickson of Pittsburg are arranging for tanks and machinery. The output will be largely increased.

An all night electric light service is being inaugurated in Wallaceburg by the Premier Electric Light Co.

Davis McCay has bought out S. L. McKay's hardware business at Kingsville. The latter gentleman is extensively interested in oil and gas operations, and is one of the most prominent men behind the Rondeau Oil and Gas Co. now seeking a franchise from Windsor.

Tilbury Telephone Co. is ordering equipment for 40 miles of rural lines, work on which has been already com-

menced and which will be in operation this season. While adjoining towns and villages are reaching out into the country with rural phone lines, Chatham has done approximately nothing.

Ed Ulch, of Merlin, is on the road handling a number of lines for the Fletcher Hardware Co., Toronto.

Dobbyn Bros., the Wheatley hardware men, last week opened a branch hardware store in Coatsworth. The new store will be under the management of P. O. Dobbyn.

East Tilbury, Canada, Oil Fields, Limited, the new English syndicate which recently acquired extensive holdings in the Tilbury East oil fields, is preparing for comprehensive development of the field. Twenty-five new wells will be started in the immediate future.

V. L.

INGERSOLL.

April 27.—The contract for the erection of a four-roomed school in Ward One has been awarded to P. H. Secord & Sons, of Brantford. Much difficulty was experienced by the board of education in getting a tender anywhere near their estimate of $10,000. Some of the first tenders ranged from $13,000 to $19,000. Several efforts were made to have the cost reduced and as a last resort it was necessary to pare the specifications. The tender of Secord & Sons of $11,311 was accepted by the board subject to the council making an additional grant of $1,500, but as no action was taken in regard to the request, the specifications were cut down and a new tender of $10,269 received and accepted.

Wm. Woolson, who, for several years, has been identified with the Noxon Co. and M. T. Buchanan & Co., has gone to St. Paul, Minn., to accept a lucrative position.

J. T. Norton, who, a few years ago, engaged in the hardware business here, and recently accepted a position as traveling salesman with the Erie Iron Works, of St. Thomas, has removed to Toronto.

Ingersoll is to have a Carnegie library. Some time ago it was decided to accept Mr. Carnegie's offer of ten thousand dollars, and a site has now been obtained. A joint committee from the council and public library board has been appointed and it is hoped the building will soon be in course of erection.

At a meeting of the shareholders of Reid Foundry and Machine Co., Limited, it was decided that the present stockholders should advance an additional sum for the purpose of liquidating the company's debt and to secure the recommencement of operations at their plant with as little delay as possible.

H. J.

ST. THOMAS.

Building prospects continue to brighten, so that retailers are quite hopeful for the coming year. Mr. Ingram of Ingram & Davey Limited, in speaking of a comparison of returns for the month of March over last year, reports a substantial increase in the business in the new store over the same month of last year in the two stores. The wire and fencing demand has been very heavy and although heavy stocks were put in, most lines have had to be renewed. In the building trade plans are being prepared for a new church for the Grace Methodist congregation, to replace their present building, which was erected in 1872.

Darrah Bros., of the Electric Laundry, are forming a joint stock company and will erect a new home for the business.

The plans for St. Clair Leitch's new residence call for a very high grade line of fixtures and it will be the most expensive house in the city.

Any man who wants work in St. Thomas can get all he can attend to. On Saturday afternoon which is usually a holiday with painters, it was found impossible to find one idle or one who would break off work long enough to put in a couple of lights of glass.

The general financial depression of 1908 does not seem to have effected Port Stanley. The customs returns for this port for 1908 were $98,663.06 against $65,306 of 1906 and $87,810 for 1907. Some ten years ago the revenue was nil. The customs returns for St. Thomas for March show an increase over last year of nearly $10,000.

A. E. Campbell, who has purchased the Crawford store on Ross St., when asked for his subscription for Hardware and Metal, said: "Certainly I want it. I could not get along without it."

In referring to Hardware and Metal the want of it was emphasized last week when the usual batch for St. Thomas went wrong, and it did not show up. The postman was closely questioned by subscribers, why he didn't deliver it, and enquiry had to be made of the publishers for information.

The city council has been able to make a good bargain with the Bell Phone Co. through the efforts of the rural lines to get into the city. In the agreement just signed (which is for a three year exclusive franchise) the city gets 500 worth of free phones, a new building and over a mile of underground conduit work. The rural companies are to have connections at the most favorable rates. Work on the new building will commence at once.

That all stairways and elevator openings should have guards, especially where such are accessible to the public, was shown Saturday evening when a child fell down the stairway to the basement in the new Ingram & Davey store. Fortunately the stairs have an easy descent, so that the child when picked up was found to have suffered only from fright.

W. J. McMurtry, of the McMurtry Hardware Co., Galt, spent last week in the city initiating Geo. D. Hubbard (late of Torrens & Co., Tillsonburg) as manager of the St. Thomas branch.

The Board of Trade will make a big effort to interest American manufacturers of light goods, to locate in the vacant buildings at the west end. As these can be secured at a low cost with cheap power and unsurpassed railroad shipping advantages, the opportunity presented will no doubt appeal to such manufacturers and be the means of enlarging the manufacturing interests of the city.

Aylmer is experiencing a building boom and will this year see a substantial increase. J. B. Hambidge intends erecting a new building for use as a picture show.

The Pork Packing Co. expect to start building at an early date.

The saying that "it's an ill wind that blows nobody good," was emphasized last week when a heavy wind storm passed over this section and in consequence there was a heavy demand for roofing material.

Ernest Davey, of the Ingram & Davey sporting goods department, reports a good trade already in this line. He has contracted with the city league for the Spalding official baseball, to be used for this season.

D. A. Cattanach has purchased the Kinzie & Co. bankrupt stock, Southwold Station, and will continue the business.

R. H. Blackmore has secured the agency for the B. & H. English Paints and is making a fine display in his west window.

G. A. F.

The Prairie Provinces

Calgary Experiencing a Building Boom —McClary Manufacturing Company to Build Warehouse at Saskatoon— Enterprise Hardware Co.'s Building at Saskatoon Nearly Completed.

WINNIPEG.

April 26.—The general condition of the hardware trade in Western Canada has been reviewed by the leading wholesalers in this city.

Although business is progressive there are some features which are not encouraging for the immediate trade, and yet the very presence of those features is a sign which every far-seeing business man will welcome.

The trade is progressing simply because goods are moving and the returns on those goods more than cover all expenses of the wholesale house. But the progress is not so rapid as it was, say, four years ago. There are not the large shipments to-day that there used to be, and the returns are correspondly small. Where a jobbing house ships one carload to-day six carloads would have been shipped a few years ago on the same order. This is the discouraging feature at the present time.

But what does it mean to the wholesaler, when buying is more conservative, and yet the business is paying? It means that the country as a whole, which has passed through a financial crisis, has not succumbed beneath the strain. It means that the hundreds of stores doing business in every quarter of the West where trade was good a few years ago, were not compelled to close their doors during the period when crops failed and money was not to be had. It means also that there was a certain amount of irrationality in the exuberant business life of a few years ago which burst as the bubbles of youthful imagination, and the brains of the country were

compelled to think and contemplate along saner and more lasting lines.

In these facts and conditions lies the basis for the optimism which prevails among the business men to-day.

It is interesting to note the direct effect that last fall's crop had on the hardware business. In certain sections of the country the harvest was very light. For instance, on the Pheasant Hills branch of the C.P.R., from Kirkella to Saskatoon, the harvest was as poor as anywhere in Western Canada. As a consequence, since last August the orders have been very light and few in number from the towns along this line. One merchant in a town in this district which had flourished for a few years previous, could not meet a payment for goods which was due on April 1 of this year. As a result he was compelled to deprive himself of the luxury of two cows in order to keep up his stock of goods. In other sections of the country where the crop was good, as in Southern Saskatchewan, the orders for goods have increased and no difficulty has been experienced in making collections.

The Canadian Oil Co., of this city, owing to the growth of their business, have been granted a permit to improve and enlarge their warehouse on Levis St. at a cost of $2,000.

H. S. Price, who has been in the hardware business at Boisevain, Man., for the past eleven years, has sold out has business to Johnson Bros. Mr. Price has been one of the most active hardwaremen in the West serving a term as vice-president of the Retail Hardware Merchants' Association of Western Canada. He has always taken an interest in municipal affairs and sporting events, and his fellow-citizens naturally regret to have a citizen leave who has the interest of the town at heart, and is willing to make sacrifices for the welfare of the district in which he lives. L. C. H.

PRINCE ALBERT.

April 24.—An effort is being made by the city council to get the C.P.R. and the G.T.P. to build lines into the city. A delegation waited on Manager Chamberlain and W. White with this end in view.

Construction work on the new traffic bridge is complete, the iron workers having just finished their contract. Painting the structure is now being proceeded with. The bridge fills a long-felt want in the city.

Work on the new penitentiary will be started at once. The building in view will be of brick, 250x50 feet and three storeys. Tenders, it is understood, will be asked for shortly on the structure, which will contain 110 cells. The yards will be enclosed by a brick wall 600 feet square and 20 feet high. A 10 h.p. Fairbanks-Morse pump with a capacity of 67,000 gallons per hour will be installed. Kerosene will be used in the engine instead of gasolene.

The building season is likely to be a fairly busy one this year. Some of the buildings in view are a high school, Masonic Temple, stores for the Agnew Bros. Hardware Co., and the Goodfellow block. There are other structures for which the plans are being prepared but the contracts are not yet let. In addition to this the city has an extensive programme of sewer and waterworks extensions.—D. G. R.

SASKATOON.

April 23.—S. A. Clark has returned from a trip to England.

The front windows of the Isbister store have been lowered, which adds greatly to the effectiveness of the goods on display.

The McClary Manufacturing Co., have purchased a site in the wholesale section, with trackage facilities, on which they will build a distributing warehouse.

James Clinkskill, one of our hardware merchants and one of the governors of the university of Saskatchewan, has returned from Regina where a meeting of the governors was held to decide the location and the site of the provincial university.

The warehouse of the Enterprise Hardware Co., which was recently formed here, is now almost complete. The president of the new company is R. B. Emerson, St. John ; vice-president F. Engen, Saskatoon ; secretary-treasurer, A. L. Haining, recently of St. John. The warehouse under construction is on Alberta avenue.

Excavating has begun on the site of the Kempthorne block. The Kempthorne hardware store will occupy the ground floor while the npper storeys will be divided off into offices.

A frame warehouse is being built for the Doak Manufacturing Company in connection with their planing mill. In the new building sashes, doors and other building materials will be stored.

Plans are being called for on a new collegiate institute to cost $125,000. A site was recently purchased on the east side of the river by the high school board.

The Nutana school board will build a new eight room school at a cost of about $30,000. The plans of W. W. La Chance were accepted and excavating will commence at once on the site. All haste will be made with the building so that it may be used temporarily for university classes.

It is probable that in the near future a machine shop will be located here. C. Cornish and W. Overton were in the city recently from Selkirk, Man., with a view to purchasing a site for that purpose. It has been planned to erect a frame building and carry on repairs of all kinds. Apparatus for foundry work will be added later if the business warrants it. C. Cornish is a brother of F. Cornish of the plumbing firm of Elford and Cornish.

The Farmers' Lumber Co. are erecting offices and lumber sheds on their property on the west side.

The Consumers' Lumber Co., of Vancouver, B.C., have located here and will open yards as soon as possible.

The program of improvements laid down by the city council this year include about four miles of sewer and waterworks, bringing the total mileage of sewer pipe laid up to thirteen and three-quarters and water pipe twelve and one-half miles. Three contracts for sewer and water have been let and operations may begin any day. Section one went to H. Welsh for $13,725; Section two, R. Bolton, $17,900; Section three, W. Cook, $9,756.25. When these contracts are complete the systems will extend to the new city hospital and Alexandra school. Numerous applications have been made for connections from private houses and other buildings and tenders are now being called for on laying sewer and water-house connections. The extensions will be supervised by G. T. Clark of Toronto, who has recently been appointed city engineer. D. G. R.

CALGARY.

April 21.—The occasional flurries of snow we have been having lately do not appear to hinder any of the building or other various lines of work. Paving on the streets is in full swing, and the rails are being laid on Eighth Ave East for the street railway.

Linton & Hall's window during the Horse Show attracted much attention, and those who were judging in the window competition commended it very highly. The fact that the Grand Trunk Pacific propose building their depot on the grounds at present occupied by the R.N.W.M.P. Barracks, is causing considerable stir on Eighth Ave. East. Another new building to be erected east of the Queen's Hotel is a three storey block by George Wood.

Among the building permits issued this week is Wm. Whyte's $1,500 house, J. A. McPhail's $2,300 residence and O. W. Manzer, $3.500 residence.

Excavation has commenced on the north side of Eighth Ave just west of the Alexander corner, of a block for Mackay and Dippie. It will be 25 x 65, two storeys in height, faced with red pressed brick, with stone trimmings.

Healey and Macgregor, contractors, commenced operations, Monday, on the new St. Mary's Separate School, the corner of Nineteenth Ave and Second St. West.

The new Presbyterian church, corner First St. East and Fifteenth Ave., is well under way. Another Methodist church is to be built in the same block on Second Street East.

The city electrician reports an average of six new light connections being made every day.

Mr. Kemp of the Kemp Mfg. Co., Toronto, was in the city last week, and called on the trade. He reports business very bright throughout the West.

E. T. Wright, of E. T. Wright & Co., Hamilton, stopped off for a day on his turn trip to California. It was 12

years ago since Mr. Wright was in Calgary, and he was astonished at the wonderful growth and development of the city A. R. A.

British Columbia.

Another Hardware Firm to Build at Victoria—Lumber Industry Experiencing a Revival—Novel Invention of Nelson Man.

NELSON.

April 17.—B. C. Travis, of the Kootenay Engineering Works, and R. W. Hinton, of the Nelson Iron Works, both express the opinion that the present good demand is stable and that the operations on which their businesses depend will be more expensive than ever before. Both managers are agreed that the outlook for the year is excellent, as the industries are upon a permanent basis and far more likely to expand than contract their operations and also because there is a general tendency among the managers of mines, smelters and mills to substitute new, improved and larger machinery for that installed in the various plants in the initial stages. In spite of comparative inactivity in some mining centres and of the effect on sawmills of the uncertainty as to the immediate prospects of the lumber industry, the demand for new machinery and for repairs and improvements has been greater and more regular during the winter closing than in any preceding season since establishment.

April 24.—. R. Morrison, of this city, has invented what is believed to be a practical current motor, and it is being backed by G. M. Holt, a well known Kootenay engineer, Charles Simpson and William Shackleton, all of Nelson. The contrivance is a boat or a float which has to be anchored in a river a few feet from shore, and the water turns a spiral contained in a tube which is placed lengthwise in the middle of the boat. Tests were made a short time ago at White Bluffs, Wash., on the Columbia river with a boat 40 feet long, 16 feet wide and 9 feet deep. The current motor was seven feet in diameter, thirty feet in length, with a spiral turning one and a third times in the thirty feet. The spiral was connected with a shaft by sprockets and chains, the shaft turning at the same speed as the motor. At the time the test was made, the conditions were somewhat unfavorable, as the boat, lying on the bottom and at an angle of 20 degrees, was not in line with the flow of current, which caused an eddy at the inlet. Owing to this disadvantage only four feet of water could be turned into the motor. The mechanical construction at that time was also imperfect, the friction being greater than if the machine was properly built. Despite these conditions, the motor developed 57.35 horse power, which is considerably greater than the inventor claimed under the circumstances. Although the new current motor will be most conveniently used for supplying power for pumping water for irrigating purposes, it will also be of great value as a cheap power producer for almost all purposes.

R. B. B.

GREENWOOD.

April 17.—The ratepayers of this city have endorsed the proposed $50,000 bonus to be paid by the city to the Greenwood-Phoenix Tamway Company. Work on the big three-mile tunnel has been begun, and mining men are very optimistic regarding the outcome. The tunnel will tap the deep veins of several mines.

VICTORIA.

April 22.—Hardware trade must be increasing in Victoria if the demand for larger and more commodious quarters is any indication. Two or three have either additions under way or new buildings planned. The latest to find their present premises too small is the Victoria Hardware Co., who are to build a two storey building on Johnson St. The new building has been made necessary by the increase of the firm's business, which now requires more up-to-date and larger stock room and store.

Work has commenced on the new Pemberton block. This when completed will be one of the best business blocks in the city; it will be six stories high and will cover an area of 16,500 feet. It will be built entirely of concrete and steel, no wood being used except for doors and windows and a few floors. There will be 11 stores and about 120 offices, etc. About 10 carloads of steel will be used. The contract for the plumbing and heating has been secured by J. Colbert Plumbing Co., who were tenants of the burnt buildiig.

The Y.M.C.A. of this city have undertaken what looked at the outset to be a very heavy undertaking but now it looks pretty good. Just about a week ago they started a campaign to raise $100,000 to build a new building. For this purpose a tent was erected on a vacant lot near the P.O. and a hustling committee got busy. It says a good deal for the good times now being enjoyed by this city when, in the past seven days over $50,000 has been raised merely by an appeal to the people by the young men. The campaign was started on the 14th and the $100,000 is to be raised by the 30th of April, just about two weeks. A little over a week remains and less than half to get it looks like a building for the Y.M.C.A.

The city council is calling for tenders for a brick, steel and concrete building to put a new lighting plant in as the capacity of the present plant is very much overtaxed, and a great many more lights are neded.

The new buildings and extensions of the Victoria Machinery Depot replacing those destroyed by fire about a year ago are nearing completion. Within the past few days the frame work of the boiler shop, the largest of the extensions to be made, has been erected and will be rushed to completion. In this structure, which is 192 feet long by about 90 feet wide, will be housed an entirely new boiler plant which has been shipped direct from England. Among the installations will be a hydraulic rivetter, an accumulator and pumps, an hydraulic flanger, a plate edger, planing machine, a cold sawing machine and a new plate furnace. In the machine shop, now runing full blast, a fine lot of new and up-to-date machinery has been installed, and the present shop, 168 feet long will be lengthened by 24 feet, the capacity of the present plant having been found to be insufficient for the work in hand. The work and growth of the Victoria Machinery Depot is a good indication of the development of trade in Victoria.

W. B. C.

VANCOUVER.

April 23.—In discussing the cement paving that is to be done this year, five miles of sidewalks having already been laid out, the members of the Board of Works were divided on the point of day labor. Contract labor ha not been altogether satisfactory, not only from the standpoint of cost but also as regards work. Still, it was decided to call for bids, and if they were not much cheaper than the engineer's estimate, the work will be done by day labor.

With the Vancouver Horse Show on this week, some of the stores are making special displays. The palm is given to the George Hunter Hardware Company, whose window dresser excelled himself in a cleverly arranged rebus. Hardware does not naturally lend itself to appropriate window dressing for a horse show, yet out of staple and cunningly arranged display cards, a lengthy rebus has been formed, which not only attracts the eye by its striking color arrangement, but also holds the interest owing to the information imparted thereby. The window not only offers a little timely advice about the firm's own wares, but also boosts the show. Prizes are being offered to the first persons who read the rebus.

Reports from different parts of the province indicate that better times are setting in in the lumber industry, and the steady demand has started from the Northwest. This will mean an improvement in general conditions, especially in the interior, where the mills have not the advantages of those on the coast which have local and foreign trade. A. Carney, timber inspector in the Kootenay, who has returned from a trip through those districts, reports that he saw more cars in the mill yards there than has been at any time since the activity of two or three years ago. A further indication of improvement is the increase of ten cents per thousand in shingles and a talked of increase in the price of lumber.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

HARDWARE and Tinware business for sale. Good clean stock, up-to-date fixtures, good turnover. Box 835, HARDWARE AND METAL, Toronto. (19)

WELL established general hardware business in a central Ontario town, surrounded by excellent farming district. Two railways. A good opportunity for young man. Best of reasons for selling. Box 825, HARDWARE AND METAL, Toronto. (19)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tinware business, with tinshop tools. Stock about $4,000. Can be reduced to suit purchaser. This is a good growing business in a splendid section of country. Good reasons for selling. Apply Box 832, HARDWARE AND METAL, Toronto. [23]

GENERAL hardware stock in city of Montreal, splendid location stock $1000 Exceptional opportunity. Good reason for selling. Apply Box 10, HARDWARE AND METAL, Montreal. (18)

HARDWARE, Stove and Tinware business in live western Ontario town located in good agricultural district. Splendid opportunity. Good reasons for selling. Address Box 831, HARDWARE AND METAL, Toronto. (18)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE salesman desires position, wholesale or retail. Four years' experience as traveling salesman. Box 823, HARDWARE AND METAL. (18)

HARDWARE salesman wants situation. Five years experience. Best references. Box 834, HARDWARE AND METAL, Toronto. (18)

HARDWARE SALESMAN desires position in retail business; 3 years' experience; both languages. West preferred. Box 13, HARDWARE AND METAL, Montreal. (18)

OFFICE work by a thoroughly posted man in the hardware and stove business. Am recovering from an accident to hip that requires some rest. Later on, and even now, would be a first class man in the store. Single. Address Box 827, HARDWARE AND METAL, Toronto. (18)

SALESMAN, 12 years' indoor and traveling experience, wants position with wholesale or jobbing house. Box 830, HARDWARE AND METAL, Toronto. (19)

SITUATION WANTED by hardwareman; married, 8 years experience in hardware, stoves, tinware; best of references, also holding a commercial diploma. West preferred. Apply Box 836. HARDWARE AND METAL, Toronto. [19]

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Experienced hardware traveler, one with western experience preferred, immediate engagement. Apply with full particulars to Miller-Morse Hardware Co., Winnipeg. (18)

WANTED—Experienced paint and glass traveler State previous experience and salary expected. Box 9, HARDWARE AND METAL, Winnipeg.

WANTED—A traveling salesman for the province of New Brunswick by wholesale hardware house of Montreal. Only A1 men need apply. Address Wholesale, Box 2310, Montreal. (tf)

WANTED—Well posted and thoroughly experienced buyer for a large builders' hardware and tool house. Apply, giving particulars, to Box 837, HARDWARE AND METAL, Toronto. (18)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept, 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SUCCESSFUL ADVERTISING, HOW TO ACCOMPLISH IT, by J. Angus Macdonald.—Authoritative work by an advertising expert, setting forth the inner advertising principles of each business clearly and briefly. Contents include Ad. Building, Retail Advertising All the Year Round, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. The suggestions are applicable to any trade. Price $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph up to Noon on Friday.

Winnipeg Hardware Markets.

The market in building material is very brisk at the present time. The greater part of the contemplated building operations for the season has been begun and as a consequence, shovels, nails and builders' hardware have been moving well for some days. One retailer stated recently that he had sold more saws during the past week than he had for a year previous. Such a rush in those lines is what is expected, since the season was rather late in opening.

The retail windows are displaying profusely their attractive sporting goods and baseball and tennis outfits will be selling well.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron, No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS—$2.90 per keg base.

PRESSED SPIKES—½x5 and 6, $4.60; 5-6x5, 6 and 7, $4.25; ⅝x6, 7 and 8, $4.10; 7-16x7 and 9, $4.00; ½x8, 9, 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 12¾; British manilla, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise plain, 45c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette tarred, 84c; Cyclone, tarred, 78c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70, 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

EDMONTON MARKETS.

April 29—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — MRM and "Bell," $5.15 base.

HORSENAILS— MRM, new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

SAVE MONEY

By Using Our

Corrugated or Plain Round Conductor Pipe

made in 2", 3", 4", 5", 6" diameter by 8′ and 10′ lengths without a cross seam. You can buy this perfect pipe for much less than you can make up pipe in 30′ lengths. Our Eave Trough is the best; it is machine made on a steel die and every length is the same.

SEE THAT YOUR WHOLESALER SUPPLIES YOU WITH OUR PIPE AND TROUGH

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Manufacturers Corrugated Iron, Metal Ceilings, etc.

Winnipeg - - - Manitoba

G. F. Stephens & Co., Limited

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Headquarters for

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Figured Glass
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For anything in Builder's Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

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Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

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We want you to try a Pease Agency and be convinced that it pays to handle a line that is noted from coast to coast for

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WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Condition of Trade in Great Britain

The First Quarter of 1909 Not up to Expectations, According to Hardware and Metal's Special European Co rrespondent.

Sheffield, April 15.—In the hardware and metal trades there is not much activity at present, in fact the year so far has been disappointing. It was expected that trade would brisk up a good deal in the first quarter of the year, but expectations have not been realised, and manufacturers and merchants have to be content to transfer their faith to the second quarter of the year.

I have previously pointed out that the volume of trade which is now not sufficient to keep the works employed more than three or four days a week, would, a few years ago, have taxed the day and night capacity of every mill, tilt, forge and factory. Progression in equipment has been very pronounced during recent years; a leaf has been taken out of the American book.

Government Orders.

Now that everyone in this country, and nearly everyone in the colonies too, has been worked up into a state of excitement about our naval strength, perhaps it will not be out of place if I devote a few lines to the subject, particularly in relation to trade.

The "scare" business undoubtedly has been overdone. That apart, no one can deny the fact that the privately-owned armament works and warship building yards, as well as the shell factories have had comparatively little work to do for quite a long time. Orders have been few and far between, and plant which has cost into the millions of pounds has been virtually idle.

That again is due to development and progression. There is a lot of profit to be made out of Admiralty work, and the price of a Prince's ransom is made out of a succession of armour-plate orders. Therefore, it is not difficult to understand why enterprising firms have doubled, trebled and even quadrupled their productive power in these lines.

Moreover, I cannot do better than voice the expressed opinion that while armament orders pay very well, they do not impart that continued stability to trade which follows the proper investment of capital and labour in productive commercial enterprises. Still, we in Sheffield would not look askance at any big orders for the Admiralty that may come along.

A Novel Method.

It was feared that the dispute in the engineering trades would cripple progress for some time, for the men were strongly averse to accepting the proposal that their wages should be reduced one shilling a week. This was a general move all over the country, and many trade unions were affected.

The situation was so grave that all the societies which had signed the Engineering Trades Joint Agreement sent their representatives to a national conference at which were present representatives of the Engineering Trades Employers' Federation. The decision at which the conference arrived was that no reduction of wages should take place provided that the men were willing to let the present rate of payment operate for five years.

This was communicated to the societies concerned, and the men in the various districts had the matter placed befor them. Ballots were taken and in the majority of cases the truce was agreed to. The Sheffield and district men, who number over 4,000, accepted the terms last Sunday night. Of course, the seriousness of the situation was accentuated by the fact that all the unskilled workmen whose work depends upon those affected by the agreement, would have had to give up work if the proposal had been rejected. In some districts, however, the trouble is not yet over.

The Tin-Plate Trade.

The tin-plate trade is exceedingly active, and the demand is so heavy that further extensions of plant are being made. It is said that in one district of South Wales, arrangements have been made for the erection of between thirty and forty new tinplate and sheet mills. Prospects are very good, and the industry is undoubtedly in for a very good time. New York continues to be a good customer.

A Steel Firm's Centenary.

This month Ibbotson Bros. & Co., steel manufacturers, Sheffield, have celebrated the centenary of the existence of their business. This is a distinction which few Sheffield firms can claim. The founder of the business was William Ibottson, and Mr. F. J. Talbot, (grandson of the founder) is the present chairman of the company. They have a good, steady trade and say they do not know what it is to lose a customer.

Board of Trade Returns.

The February Board of Trade returns show variable results. The value of the export of hardware from the United Kingdom to Canada was £2,882 compared with £3,652 in February, 1908, and £4,745 in Febraury, 1907. On the year there is also a considerable falling off, the two months' value being only £5,240 compared with £7,344 in the first two months of 1908, and £7,630 in the corresponding period of 1907.

Cutlery is not quite so bad, for the Fedruary total was £4,055, being ahead of February, 1907, with its £3,797, but behind 1908 with its £4,922. Taking the first two months of the year, 1909 is credited with £7,964, 1908 with £9,340 and 1907 with £10,150.

Tin Exports Increasing.

Figures more remarkable are to be encountered. Unwrought tin exports, for example, are better now than for a very long time. The February export to Canada was valued at £11,078, nearly twice as much as February, 1908, with £5,812, and ahead of February, 1907, with £10,123. The two months' figures are even more notable. They reached £26,966 compared with £10,711 in the corresponding period of 1908, and £22,647 in the corresponding period of 1907.

Tinned plates and tinned sheets are much better still. The February, 1909, total was £41,276, nearly three times as great as February, 1908, with £15,165 and nearly twice as much as February, 1907, with £21,431. The two months' figures are:—1909, £93,333; 1908, £37,094, and 1907, £53,136.

Galvanized sheets also improved considerably. The February total was £18,491 compared with £6,127 in Februrary, 1908, and £10,935 in February, 1907. The total for the first two months of the year was £22,619, twice as much as £11,281 in the corresponding period of 1908, but much behind £26,250 in the corresponding period of 1907.

The export of steel bars, angles, rods and shapes of sections also went ahead. The February value was £10,667 compared with £3,612 in February, 1908, and £14,993 in February, 1907. This year's total up to the present is more than twice as big as last year's, the figures being £23,664 compared with £10,123 in the first two months of 1908, while the corresponding period of 1907 was credited with £28,673.

R. A.

THE SMALL TOOL TRADE.

A dealer who wishes a nice trade on small tools must post himself thoroughly on what tools are required in the shops or factories in his town and also find what makes of tools are popular among the workmen and then put in a stock of the most salable sizes, which might amount to $100 or $150. His next step should be to let people know that he has the tools, and to this end, various things will at once suggest themselves, perhaps the most obvious being to display the goods in a show window, and then to advertise them in local papers. Another way is to send out one of his clerks who may have an aptitude for this class of work, among the workmen in the shops with a sample case showing up the various tools, not necessarily to take orders at the time, but to let the workmen see what the tools are, and to tell them where they can be obtained.

The Western Fire Clay Products, of Weyburn, Sask., which was recently incorporated, with a capital of $600,000. will commence building operations this spring.

Anvils and Vises
Machinery Steel
Wire Rope

In Stock

A. C. LESLIE & CO.,
LIMITED
MONTREAL

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

We are headquarters for

Plasterers' Hair

See our travellers before ordering elsewhere

EDMONTON, ALBERTA

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

The Sherwin-Williams News

VOL. I. SOMETHING NEW EVERY TIME NO. 5

Published by
THE SHERWIN-WILLIAMS CO.
Canadian Headquarters and Plant:
639 Centre St., Montreal, Que.
Warehouses:
Toronto, Ont., and Winnipeg, Man.
Edited by
THE LITTLE PAINT MAN.

Housecleaning and "Haymaking"

Housecleaning time is haymaking time for the paint dealer. Every year sees an increase in the amount of "Brightening Up" that is done about the house. When some of you kind readers placed your stock orders perhaps you underestimated this Spring's demand for Sherwin-Williams Products for brightening up the home—*Brighten Up Finishes*, if you please. In addition to the natural growth of the paint business, our extensive newspaper advertising in 180 papers of local and national circulation has stimulated the demand for Sherwin-Williams Products. In the paint business you must make hay while the sun shines. Unless you are sure



you have sufficient stock of S-W. Shelf Goods to take care of the large demand this Spring, you should make up an order today. We can fill order promptly, so that you will not lose any sales through delay in getting the goods. Do it now—tomorrow may never get here.

I believe I am right in assuming that everybody desires to make their homes cherrier, cozier and more attractive. Are you not willing to spend a little time to tell them how to do it—especially when the chances are good they'll buy the paint and varnish from you to do the work?

We have some good Brighten Up enclosing slips. They will sell the goods. Write for a supply today.

571



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

Malthoid Roofing is cheaper than shingles, easier to lay, needs less attention after it is laid.

There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited
Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

J. R. Booth is enlarging his lumber mill at Hull.

The E. N. Heney Co. will build a carriage factory in Montreal.

The Virden Mfg. Co. is building a large addition to its plant at Virden, Man.

A. Campbell & Co., ladies' outfitters, Victoria, are building a large extension to their factory.

The E. B. Eddy Co., Hull, are making a number of improvements and additions to their plant.

The Thompson & King Mfg. Co., of Pary Sound, report rushing business at their boat-building plant.

The Watt Milling Co., Toronto, have been granted a permit to erect a planing mill. at a cost of $10,000.

Cobourg's new steel works will soon be in full swing, and they have already a number of contracts on hand.

The Marmora Cooperage Co., Marmora, Ont., have started work in their pulp mill and have 45 men at work.

The additions and improvements to be made to the Dominion Sttel Co.'s plant at Sydney will cost $2,000,000.

John Malcolm & Son, St. George, Ontario, are erecting a large warehouse to the rear of the condensing factory.

The Trent Valley Woolen Mills at Campbellford propose to erect another building and to employ about 70 more hands.

Philadelphia mining capitalists are interested in a tungsten claim in Nova Scotia and propose to work it on an extensive scale.

Stewart & Hewitson, Port Arthur, have the contract for building a great number of concrete bridges on the C. P.R. north of Lake Superior. The work will occupy five years.

The Expanded Metal Co., Toronto, have purchased the Oxley acetylene welding process and will employ an additional forty men in manufacturing plant for using that process.

The Manitoba Rolling Mills Co., Winnipeg, is prepared to expend $200,000 on extensions to its property and plant. This means increasing the capacity of the plant to four times what it now is.

The E. Long Mfg. Co., Orillia, will build a new plant at a cost of $30,000, and will double their present staff. It is the intention of the Long Company to add a boiler plant to their machine department.

Vice-President McNicoll, of the C.P. R., has given a contract to the Dominion Car & Foundry Co. for the supply of five hundred 50-ton steel cars for delivery during the summer. The cars will be used to carry the coal traffic from the coal mines in Alberta and the Crow's Nest Pass district to the prairie cities and towns.

Sir William Van Horne is leaving on a visit to England, with the object of interesting English capitalists in a scheme for establishing in New Brunswick, in connection with the Grand Falls water power, the largest pulp, paper and sawmills in Canada. It is planned to spend no less than seven million dollars in the establishment of this concern.

John Connor, the new owner of the Walkerton binder twine factory, is busy these days getting things into shape to commence operations. He expects to start the machinery in about ten days.

The Bain Wagon Company's factory at Woodstock, is being run evenings at present, long hours being made necessary by the large number of orders that are on hand.

The Grand Trunk Pacific have just given out several big orders for locomotives. The Montreal Locomotive Works, Longue Pointe, have received an order for 25 engines, to be delivered next July. An order has also been placed with the Algoma Sault Ste. Marie Steel Company, for 22,000 tons of 80-pound steel for rails. These rails are intended for the prairie section of the line and are to be delivered at Fort William.

Every car works in Canada is now busy manufacturing cars for the Canadian Northern Railway and there will be $2,000,000 worth of equipment for the western lines desired before the harvest. D. B. Hanna, third vice-president of the Canadian Northern Railway, said recently in Winnipeg: "Of the new equipment there will be 2,000 box cars and a large number of refrigerator and passenger coaches. We are showing our confidence in the West in the best way we know."

The G.T.P. have ordered from the Dominion Steel & Iron Co., Sydney, N. S., 13,000 tons of 80-pound steel rails, and 2,000 tons of 60-pound rails, sufficient to lay 21 miles of track, intended for sidings. This shipment will be moved entirely by boat around Cape Horn from Sydney to Prince Rupert.

The Grand Trunk Pacific are now building for service on the Skeena river, B.C., two new steamers similar to the steamer "Distributor" built last fall. These steamers will ply between Prince Rupert and the head of navigation on the Skeena river, and will be ready for service in June.

Municipal Undertakings.

An up-to-date sewerage system is proposed for Palmerston.

Work has been commenced on Toronto's trunk sewer.

Tenders are asked before May 19 for the construction of a waterworks system and a main sewer at Estevan, Man.

Victoria, B. C.—The ratepayers will probably be asked to vote on a by-law to raise $50.000 for sewer purposes.

The Board of Trade of Orillia is asking for the immediate construction of a number of sewers in the central portion of that town.

Yellow Grass, Sask.—The ratepayers have passed by-laws for $20,000 for a waterworks system and a $1,000 bonus to the electric light and power plant.

Railway Development.

The C.P.R. intend to connect Winnipeg by a line to Duluth.

The C.P.R. purpose to double-track its line between Montreal and Farnham.

The Stratford Tramway Co. propose building a street railway in that town.

A branch line north from Watrous, Sask., will be built by the Transcontinental.

The G,T.P. intend building a line from a point on the U.S. boundary to Hudson's Bay.

Construction work will begin at once on the G.T.P. lines north and south from Melville, Sask.

Port Arthur is advertising for materials for the extension of its street railway system.

A company has asked for a franchise to build a street railway connecting Cobalt with Haileybury.

The Grand Trunk Pacific has started work on the construction of a line from Wainwright to Calgary.

The C.P.R. will this summer construct a cut-off line three miles long at Jackfish, north of Lake Superior.

The Canadian Northern expects to run through trains between Quebec and Ottawa over its own line this summer.

Greenwood, B.C., ratepayers have voted in favor of a bonus of $50.000 to be paid to the Greenwood-Phoenix Tramway Co.

It is likely that a new electric railway company will ask for a franchise to build an electric road through Cobalt from Clear Lake to Kerr Lake, taking in the best section of the township of Coleman.

Vice-President Wainwright, of the G.T.P., says that road will be in operation between Winnipeg and Edmonton by June 1; between Fort William and Edmonton in time for grain carrying in the fall; and the whole line will be finished by 1911. At present the route from the east is graded right up to the foot of the Rockies.

General Building Notes.

N. Hillary will build a $10,000 dwelling at Toronto.

C. S. Boone, Toronto, will build a $26,000 dwelling.

Wm. T. Harris, Toronto, will build a $15,000 residence.

H. M. Millman will erect a $60,000 block at Winnipeg.

J. A. Coulter will erect a $7,000 residence at Winnipeg.

W. K. George will build a $15,000 residence at Toronto.

J. A. Russell will build a $30,000 residence at Vancouver.

J. A. Goddard will build a $25,000 warehouse at Toronto.

J. Seabold will build a $20,000 apartment house at Vancouver.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

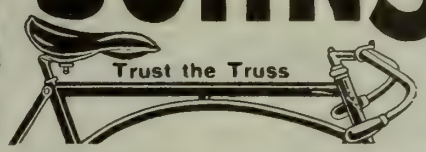
WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IVER JOHNSON



Truss Bridge Bicycle

Dealers

like to sell the Iver Johnson Truss Bridge Bicycle because it remains sold—proof against "come backs." Our **Agent's Proposition** is worth looking into, for the man who would make good money on a good proposition.

Riders

prefer it because it is the most durable because it is made of the best materials by the most skilled mechanics in the world. Costs moderately in the beginning, nothing for repairs if not mistreated, and costs least, therefore, in the end.

Send for Free Catalogue

It illustrates the 1909 models and shows why the Truss Bridge is so popular among dealers and riders. It is a text book on bicycles.

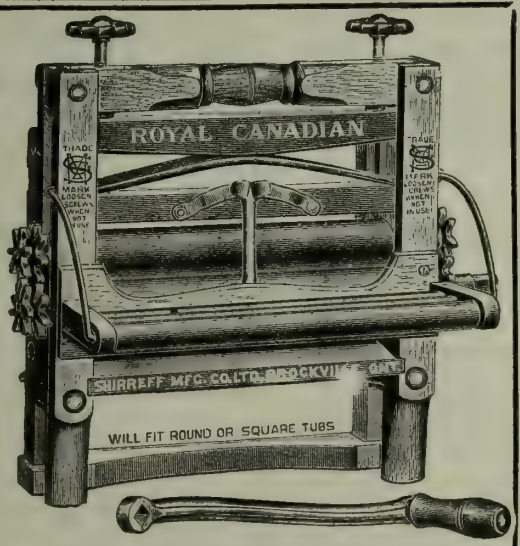
WRITE TO-DAY

Iver Johnson Arms & Cycle Works

Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.

Pacific Coast Distributors: BAKER & HAMILTON, San Francisco, Cal. New York Office: 99 Chambers St.
Southern Selling Agents: HENRY KEIDEL & CO., Baltimore, Md.

The Wringer that saves expense is the Wringer that sells every time to the lady of the house.



SHIRREFF'S DIVIDED WRINGER

has not only the economical feature of wearing longer than any other, because of the dividing bar that causes the rubber to wear evenly, whereas others wear in the centre, but it is neat, light, durable and easily attached to any tub.

Write for our price list.

THE SHIRREFF MANUFACTURING COMPANY
Limited
BROCKVILLE - ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

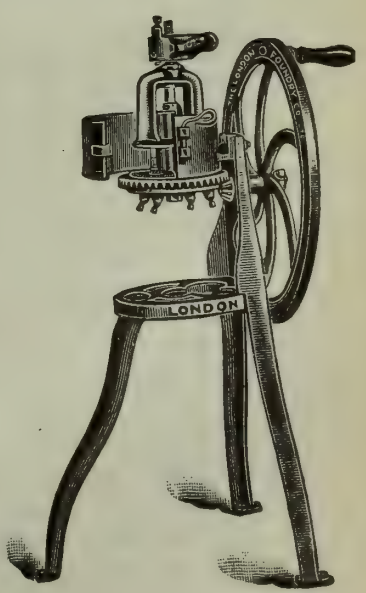
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Hector Gunn will build a $12,500 apartment house at Toronto.

H. S. Mara will erect three dwellings at Toronto to cost $10,500.

J. C. Sears will erect a $30,000 apartment house at Ottawa.

W. F. Forster will erect five dwellings at Toronto, at a cost of $13,500.

R. T. Brown, Toronto, will erect three dwellings to cost $13,500.

T. P. Stewart will build seven dwellings at Toronto to cost $21,000.

The Pemberton block, a $150,000 structure, will be built this summer.

W. W. Cruise, Windsor, proposes to erect a three-storey apartment house.

R. C. Vaughan will build five pairs of dwellings at Toronto to cost $15,000.

Construction will soon begin on the $75,000 Y.W.C.A. building at Montreal.

A new hotel to cost $1,500,000 is to be commenced this summer at Toronto.

T. O. Johnston, of North Dakota, will erect a three-storey brick block at Lethbridge.

Harvey, Pherrill & Co., Toronto, will build three pairs of dwellings to cost $12,000.

Dr. S. A. Weismiller purposes building a modern apartment house in Parkdale, (Toronto.)

Wm. Heap, Toronto, will spend $15,000 on the erection of five pairs of dwellings.

Weismiller & Mackenzie Bros., Toronto, will build four pairs of dwellings to cost $18,000.

Six attached dwellings will be built at Toronto by M. S. Thompson at a cost of $25,000.

A new building for departmental store purposes will be erected by W. H. Scroggie, Montreal.

Grand Forks, B. C., is experiencing a building boom as a result of the big fire there some time ago.

Architects Daoust & Lafont have drawn plans for a hotel building to be erected for A. Dufresne, at Three Rivers.

Thomas H. Wiley, St. Catharines, has prepared plans for three dwellings to be erected for Peter Forsythe at a cost of $5,000.

A permit has been issued to Geo. C. Meshor for the erection of an apartment house at Victoria, B. C. The building will cost $8,000.

Wm. G. Murray, London, Ont., has prepared plans for a residence to be erected at Ayr,Ont., for Dr. Ward Woolner. It will cost $4,500.

Dennison & Stephenson, Toronto, have prepared plans for the Nurses' Home and new wing to be erected in connection with the hospital for incurables.

W. A. Noble, Hamilton, has taken out a permit for the erection of a $2,600 dwelling, also for six brick dwellings to be built at the corner of Clyde and Cline Streets, at a cost of $6,000.

The following are recent building permits issued at Montreal: Hyman Sykes, two houses, $27,000; Dominion Bank, house, $18,000; G. R. Lighthall, fifteen tenements, $30,000; Chas Corbeil, six flats $6,100; F. Chartier, fifteen flats, $12,000; Laurin Construction Company, six flats, cost $9,000; Eveleigh Company, factory, cost $27,000.

The following are the building permits issued at Ottawa recently: Henry Bristowe, for five brick veneered dwellings, $8,000; Mrs. Pouliot, brick veneered dwelling, $3,200; Mrs. Stewart Taggart, brick veneered dwelling, $3,500; William Spendlow, frame dwelling, $2,500; John J. Gill, double brick veneered dwelling, $1,800; Mrs. L. Cochrane, brick shops, $3,500; Wesley Methodist Church, Ottawa East, $2,500; Albert Horton, stone and brick dwelling, $7,000; William Spendlow, frame dwelling, $2,500; D. C. McBain, brick dwelling, $2,000; John Fixter, six veneered dwellings, $9,000; C. H. Holbrook, brick veneered dwelling, $4,000; Albert Campbell, three brick veneered dwellings, $3,000; W. McKinley, double frame dwelling, $2,500; H. Donoghue, frame dwelling, $1,800; George D. Pope, brick dwelling, $4,000; Thomas Thomas, brick veneered dwelling, $2,700; George Ambridge, six solid brick dwellings, estimated value unstated.

Public Buildings.

Tenders for the construction of a frame schoolhouse at Qu'Appelle, Sask., will be received until May 1.

A new building is to be erected by St. Paul's Anglican Church, Toronto, at an estimated cost of $150,000.

A new library and public hall, towards which Andrew Carnegie has donated $7,500, will be built at Lucknow.

Plans for enlarging the smallpox hospital in London at a cost of $3,000 were submitted to the board of health.

The officials of the Winnipeg Children's Home are contemplating either a new building or extensive additions.

J. Bruce Smith, Inspector of Prisons, has ordered an addition to the court house at Belleville at a cost of $30,000.

Herbert H. New, Hamilton, Ont., is preparing plans for the new Herkimer Baptist Church. Estimated cost, $22,000.

The contract for the new township hall at Ridgetown, Ont., has been awarded W. E. Best, of Thamesville, at $3,467.

A by-law will be submitted to the Chilliwack, B.C., ratepayers to raise $5,000 for the erection of a new school.

Fernie city council have decided that tenders should be taken at once for the erection of the new municipal buildings there.

F. W. Mercer, of Minnedosa, Man., has obtained a contract at $16,000 for the erection of a new six-roomed school building.

White & Foulds, Sherbrooke, Que., have prepared sketches for the proposed extension to the Sherbrooke Protestant Hospital.

Jas. A. McDonald, Lethbridge, has prepared plans for a new town hall to be erected at Magrath, Alta., at a cost of $5,000.

The Montreal Catholic School Board will apply to the Quebec Legislature for authority to borrow $150,000 to build new schools.

Ottawa will seek authority to raise $12,000 by debentures for the necessary improvements and alterations at the Isolated Hospital.

A by-law to raise $248,000 will be submitted to the ratepayers of Toronto for the erection of new fire halls and police stations.

Geo. A. Proctor, Sarnia, has been awarded the contract for the new post office and customs building to be erected at Glencoe, Ont.

J. H. G. Russell, Winnipeg, has submitted plans for the proposed new St. Andrew's Presbyterian church at Yorkton, Sask.

The Franciscan Sisters of Winnipeg are considering the erection of a Home for Women, adjoining the Immaculate Conception church.

A by-law has been passed to issue $5,700 to provide for the cost of enlarging and equipping the isolation hospital at Brockville, Ont.

Plans have been submitted in the competition for the proposed new school building at Dauphin, Man., but no selection has yet been made.

Tenders are being called for the new Sunday school for the Augustine Presbyterian church, Winnipeg. The building will cost from $20,000 to $25,000.

The Strathcona city council has decided to offer the Government a free site for the proposed armory, for which the Government has appropriated $10,000.

It is probable that there will be erected at Winnipeg this year either a new provincial asylum for the insane or a large addition to one of the present buildings.

The contract for erecting an addition to the Harkins Acadamy, at Newcastle N.B., has been awarded to Newcastle contractors, who will do the work for $47,000.

The congregation of St. Bartholomew's Church, Ottawa, will erect a new church on Buena Vista Road, Rockcliffe, on a site which has been donated for that purpose.

Work is to be commenced at once on the new addition to St. Mary's Academy Winnipeg. The building will be four storeys high, of brick construction and will cost $80,000.

In all probability a large wing, to cost $200,000 will be built to the Kennedy St. court house, Winnipeg. It is understood that work on the structure will be commenced in the early summer.

The Ingersoll Construction Co. have obtained from the Maple Leaf Amusement Company, Hamilton a contract for the construction of nearly $40,000 worth of amusement devices at Maple Leaf Park.

At a meeting of the West Toronto Collegiate Institute Board. Chairman Ellis reported that the cost of putting the institute into repair and adding eight rooms, including gymnasium and lavatories, would be $45,000.

New Companies.

John Watson & Son, Montreal; capital, $49,000; to manufacture iron work. Incorporators, R. T. Hencker, A. H. Duff and W. S. Johnson, Montreal.

Horwood Glass Mfg. Co., Ottawa; capital, $20,000; to manufacture stained and leaded glass, and deal in all kinds of glass. Incorporators, C. G. H. Horwood, W. T. Powis and C. J. Stone, Ottawa.

News of the Paint Trade

PAINT WINDOW DISPLAY.

Although on first consideration it may seem to the dealer that apart from the display matter from the manufacturer, his range of design for a series of paint window is very limited, further reflection will alter this idea completely. In the first place it is astonishing how many different groupings of paint tins, all distinct in design, can be made, if the trimmer has a little ingenuity. He is not confined to one shape of tin alone. With his varnishes, enamels, and other specialties, he has a variety of tins from which to select. The different shaped brushes also assist easily in any design. Simply taking a pyramidical arrangement of the tins, a number of different constructions can be made, and although this is the easiest and most common way of grouping tins, there are other designs, with the aid of shelves, just as easy. Paint tins with their attractive labels lend themselves to display, and especially is this so with the paint specialties.

The model of a house painted in artistic colors, and looking so inviting in its cool fresh paint that no property owner could see it without desiring to reproduce the effect on his own building, makes a very attractive window. This model, surrounded with some artificial grass and miniature bushes, and if possible with some scenery to make a background, could not be beaten for display. In addition the merchant could introduce some gardening lines among the grass, and thus kill two birds with one stone.

By his windows is a merchant known, and if he can keep his windows radiating paint in a thoroughly interesting manner, so will people associate the best of paints with his store. Paint is naturally connected with brightness and cleanness. If the merchant has a shoddy and ill kept display of paints, customers will not associate much brightness with this man's paints. The window will not create a desire to repaint and brighten up, but rather a prejudice against the lines of paints the dealer may carry. But with bright and attractive displays the reverse is the case.

We cannot lay too much emphasis upon the using of the advertising matter placed at the disposal of the merchant by the manufacturer. The latter is only too pleased to send all the suggestions that he has evolved for window displays, and will in most cases even furnish the dealer with the material for putting in these designs. What more can a progressive man want. In no other lines that he carries is he helped to such an extent. There is nothing to beat an attractive window. The merchant who keeps his windows clean and attractive, who varies his designs, as he easily can do—in fact, the man who makes a study of his windows, will find it much easier to make sales, and to acquire a reputation for paints, than the dealer who has not grasped the value of a window display and shows nothing beyond a hasty grouping of tins at the commencement of the season and not altered and not cleaned from the time it is put in until it is taken out.



TIGER  BRAND

WHITE LEAD

"Tiger" Brand has a reputation for purity that has stood the test for over thirty years.

During all this time it has continued to grow in favor with the painters till to-day it is the standard by which other brands of Lead are judged.

Made from strictly pure White Lead and pure Linseed Oil, containing no adulteration whatever.

Yellow guarantee label of the White Lead Association of Canada is on every package.

The Montreal Rolling Mills Co.

Paint and Oil Markets

TORONTO.

April 30.—The paint trade keeps advancing, though slowly, owing to the uncertain weather conditions. This week is a little better than the previous one. Jobbers are satisfied with the business at present being done, knowing full well that if there is any dragging just now it will be more than made up when finer weather prevails.

There are no changes in price, though some cutting on turpentine is indulged in owing to the local market price being three cents higher than the eastern markets. However, not much turpentine is moving just now, so there is no strenuous outcry. Glass is going out a little freer. New arrivals are expected soon, the first glass boats being on their way to Montreal. The "Lake Michigan" landed 2,400 boxes from Antwerp at St. John a week ago. but none of that boat's cargo has come to Toronto.

From various sections of the country come reports of a revival of business on a generous scale. In Toronto the coming fall is expected to be near the record (if it does not establish one) for the paint trade. Just now painters are none too busy, the weather being too wet and too unfavorable for spring cleaning.

TURPENTINE—The market quotations locally are still at 58c for single barrels, the advanced price of a week ago. The conditions, however, are favorable to an easier tendency, and in fact some houses are quoting a cut of a cent below the market. Two houses are down even to 55c. The trade, however, is not calling for much turpentine. Conditions in the south show pretty large stocks still held there, but prices are being held firm. Rosins and gums are higher in the south and these higher prices may affect some paint lines later on, though at present no changes are noted.

LINSEED OIL—Firm, steady and good business being done are the oil conditions prevailing this week. Raw is 59c and boiled 62c per gallon for barrel lots. Though buying is freer than for some time there does not appear to be any great tendency towards stocking up.

WHITE LEAD—Prices are unchanged, but there is a firmer feeling in lead in oil as the demand increases seasonably. The indications are favorable for a year of big consumption. No. 1 is $5.40 to $5.65; pure white from $5.80 to $6, and a superior line is offered at $6.25. Genuine red lead is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs. Business shows improvement and prices are firmly held.

PARIS GREEN—The low quotations are provocative of continued splendid business. 25-lb. drums are at 17¾c per pound.

STAINS AND VARNISHES — The market continues firm and is likely to remain so under the pressure of present demand, and with the prospect of higher prices for rosins and gums. Stains and varnishes are a good seasonable line.

GLASS AND PUTTY—The incoming rush of glass may have something to do with the present desire of jobbers to allow their glass stocks to be depleted. Prices are unchanged. Good business has been done during the week.

PETROLEUM—Prime white is 13½c, water white. 15½c, and Pratt's astral, 17½c. Business is fair.

MONTREAL.

April 30—A well developed spring movement is now in progress. First requirements are showing increase in bulk as well as in numbers, while the repeat orders swinging in show that a good consuming demand has already appeared. Dealers are more confident now as to the prospects, and travelers report a much more favorable hearing than was previously the case. Ready mixed paints are in strong demand. The markets are unchanged this week. Turpentine is selling well and so is ground white lead. Paris green is feeling the effect of the recent cut and is in better demand.

TURPENTINE—Turpentine continues to be a good seller. Orders are swinging in from all parts, and this counteracts the effect of the heavy supply. The market is unchanged and we quote 55c for single barrels, net 30 days.

LINSEED OIL—The market is unchanged this week. Orders are for medium size lots but they are coming in steadily and well. We continue to quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; strictly net, 30 days.

GROUND WHITE LEAD—A good demand continues for ground white lead. Stocks are in fair condition, and there is no difficulty in fulfilling orders. There are no changes in prices, and we quote: Strictly pure, $5.50 to $6 according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—There is a steady inquiry for red lead, but the market is not quite so strong as it was owing to the near arrival of heavy shipments of supplies. There is no change in prices, however, and we quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

PARIS GREEN—Trade has undoubtedly improved. Orders are of fair bulk, and coming in more freely. There is no change in prices, and we quote: 1-lb. cartons, 18c; 1-lb. tins, 19c; 50 lb. drums, 17c.

VARNISHES—With an improvement in industrial activity varnishes are moving more freely. Household varnishes in all sizes are also good sellers.

WHITE ZINC—The market is steady but without feature, Orders are fair, and we quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—Putty continues in good de-

WHEN HE ASKS FOR THE BEST

there is only one white lead you can sell a man—that's

BRANDRAM'S B. B. GENUINE WHITE LEAD

If he is a practical painter, he knows that Brandram's B. B. Genuine is finest, whitest, and has more body than any other White Lead in the world. No other equals it in covering capacity and durability.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

Any dealer wants to handle something salable, profitable and satisfactory in results

MURESCO is the Medium

for extending your connection and supplying householders with the finest and most economical preparation on the market for wall finishes. Countless customers bear testimony to this statement and scores of dealers will handle nothing but **MURESCO.** Here is a copy of a letter received this week narrating an experience that is practically the same all over Canada.

RED DEER, ALTA., APRIL 17TH, 1909.

MESSRS. BENJAMIN MOORE & CO.
WEST TORONTO, ONT.

Dear Sirs:—
Please send 100 lbs. in case as follows.—
50 lbs. No. 7 (Green) Muresco
100 lbs. Tinting White Muresco

I have found that Muresco is far ahead of any other preparation I have ever worked with. One of its best features is its not showing laps and coming out when dry with a soft even surface, but hard on the wall so that you could hang wall-paper over it at any time if so desired. Kindly give the best discount possible for so small an order, and ship at once.

Yours respectfully,
H. G. STONE

GET OUR CARDS AND PRICES

BENJAMIN MOORE & COMPANY, Limited

WEST TORONTO, CANADA

NEW YORK CHICAGO CLEVELAND



FRESH PAINT *Look Out*

for **unknown** paints—they're slow sellers. Look out for "shelf" paints—they're loafers. What you want is paint that sells and satisfies.

MARTIN-SENOUR PAINTS

do both, because they are quality paints. They are paints of known standing—of fair profit—and of repeat orders.

The reason a stock of Martin-Senour Paint is **Fresh Paint** is simply because they don't stay on your shelves. Our sales pushing co-operative scheme will keep your stock moving—therefore fresh—and this wins the confidence of your customers. Ask for our plans, terms, etc.

Montreal - **MARTIN-SENOUR CO., Ltd.,** - *Chicago*

Pioneers Pure Paints

THE WINNIPEG PAINT & GLASS CO., Ltd., Winnipeg

THE MARITIME PAINT & VARNISH CO., Ltd., Halifax, N. S.

mand with prices unchanged. We quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2.00; 25-lb. tins, $2.05; 12½-lb tins, $2.25 f.o.b. Montreal.

INCREASING PAINT SALES.

Writing in the American Paint and Oil Dealer on the increasing of paint sales, H. A. Thomson says:—There is good profit in selling paint and it's easy to push the sale of paint, with the help that is now so freely given to dealers by the manufacturers of all standard brands of paint, through attractive advertising matter, signs, color cards, etc. If I deposited the advertising matter under the counter, put the color cards in the safe, and my stock of paint in the cellar or back shed and waited for some person to pry out of me the fact that I did have a stock of paint somewhere around the place, I should not expect to sell much paint or make any money out of my paint department.

I was a partner in a retail paint business for several years, and, as competition was "fierce" we had to hustle some to keep our names in the City Directory as paint dealers. We got the habit of dusting the paint cans and keeping them prominently displayed in show windows and on shelf. When a customer made a small purchase, we suggested that we had a stock of the "real thing" in mixed paints for his house, and perhaps also encouraged the thought to paint his ference or the front porch floor. We even ceased talking politics and lamenting hard times long enough to look up the fellow advertising a house for sale and to suggest that a coat of paint would increase the selling value of the property from ten to twenty-five per cent. It was our ambition to get some person on a good street to paint his house early, which always meant several other houses painted on the same street.

When you encourage house painting you benefit your home town by the outward sign of prosperity that attracts the passing stranger. I was seated in the smoking room of a Pullman car not long ago, and as the train halted at a small town, one of my fellow passengers exclaimed, "I'll bet this is a solid, live and up-to-date town." I looked out the window and inquired. "Why do you think so?" He replied, "Because the buildings are well painted and everything looks fresh and clean." I asked in some surprise "Are you a paint man?" He answered, "No! I'm not a paint man, but it is part of my business to notice such things," and he handed me a card which read, "Mr. John Blank, Special Agent, The Blank Loan and Trust Co., New York." In the conversation that followed, I learned that well-painted buildings have a much better borrowing value than buildings of equal value that needed paint, as it indicated to keen bankers a man's pride in his property that forecasts future payment of the loan. He said that in a well-painted town real estate loans, public bonds, etc., are considered especially desirable.

So don't be afraid to tell your friends that there are other virtues in paint, besides the protective, sanitary and ornamental value. You are a promoter of civic pride and of bigger property values when you sell paint to your neighbors.

And there's good profit in the retail paint business; and that helps some.

MAKING SHOW CARDS.

An exchange advises retailers to use the air brush in making show cards, and says that a little experimenting will teach the user how to shade the letters, which can be then colored with a lighter shade or a different color of ink, giving a beautiful effect. Shading with a thin black or gray ink within the border of the letters gives the appearance of embossed work. Although the air brush is by no means a new invention, its use in sign work has not been appreciated until recently. Its effectiveness in the hands of amateurs should make it very popular. Besides the making of letters, the air brush is used in making beautiful borders around signs, giving the effect of raised plates, shields or frames.

The amatenr's first few signs will no doubt fail to show perfection, but a little experimenting will enable him to make signs good enough for any store window. A high grade of water colors or waterproof inks are best suited for this work, and give an unlimited variety of colors to harmonize with any display.

PUSHING MIXED PAINTS

There are reasons why a retailer should push the sale of mixed paints—other reasons besides the fact that they are profitable.

First—The manufacturer's name on the label, which gives his assurance that the materials used are of the best and that they are properly combined.

Second—A product practically ready for use.

Third—A variety of shades.

Fourth—Uniformity of shades.

Fifth—Permanancy of shades.

Sixth—A finished product which, when made by a reliable manufacturer and properly applied to the work, will produce the best results.

A KISS AMISS.

He kissed her on the cheek,
It was a harmless frolic,
He's been laid up a week
They say with painter's colic.

PAINT NOTES

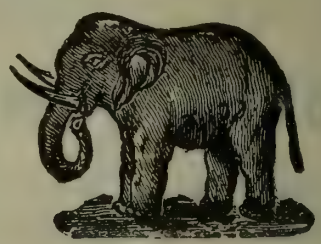
Briand & Savard, painters, Montreal, have dissolved.

Of the eight southern States each producing more than 200,000 gallons of turpentine and 25,000 barrels of rosin, Florida leads the list with 17,030,300 gallons of turpentine in 1908, against 15,572,700 gallons in 1907, and 1,932,-114 barrels of rosin in 1908, against 1,-144 barrels of rosin in 1908, against 1,-774,370 barrels in 1907.

50
YEARS!

For half a Century the Genuine "Elephant" White Lead has been for sale not only in Canada, but in every part of the globe

MADE FROM THE HIGHEST CLASS OF PIG LEAD. IT IS CORRODED BY THE OLD DUTCH PROCESS AND GROUND TO IMPALPABLE FINENESS BY POWERFUL MODERN MACHINERY.



THE "ELEPHANT" GENUINE WHITE LEAD STANDS PRE-EMINENT AS THE WHITEST, STRONGEST, AND FINEST IN TEXTURE AND COVERING PROPERTIES OF ANY KNOWN PAINTING PIGMENT.

ADDRESS

THE
CANADA
PAINT
COMPANY, LIMITED
MONTREAL
TORONTO WINNIPEG

The Largest Makers of Varnishes and Paints in the Dominion of Canada

Ramsay's Creosote Stains



Don't lose the chance to make a few dollars on these beautiful shingle stains. These are daily becoming more fashionable. You should post yourself on the full line. We have beautiful show cards telling all about them. Don't pay the high prices for imported goods. You don't need to, and the goods are not worth it.

Ramsay's Shingle Stains

are in perfect accord with the demands of architects and house builders for the proper line to protect and beautify the shingles on every roof. Write us.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 The Paint Makers

The Harvest Time for the Hardwareman is here if he handles

Standard Finishing Varnishes

They are easy to sell, easy to apply and wear well. Popular with the painter and householder, they are great trade pullers. Standard varnishes are standard stock. Their free working properties, their lustre, their safety and durability invariably give satisfactory results. Their work bespeaks their worth. Are you selling them?

LET US SEND YOU OUR BOOKLET

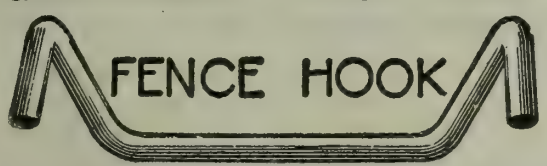
Standard Paint and Varnish Works Co.
Limited
Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***



Atkins Silver Steel



Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.

Lacqueret is the Best Known Selling Article at this Period. WHY?

It is always a leader, but, with the advent of spring when the whole world is renewing and re-decorating, then the sales of Lacqueret should be pushed. It will preserve and beautify anything in woodwork. Practically every home can conveniently and economically make use of Lacqueret. It helps you to sell many other lines of stock.

Marine Spar is a Timely Line to crowd to the front just when all craft are being put in shape for the sailing season. It is a reliable and durable varnish, dries dust free in a few hours and becomes thoroughly hard quicker than any similar preparation.

In Sealed Cans Only **Write for Our Price Lists**

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS

Island City Boat Specialties

Gloss White for Exteriors
Flat White for Interiors

Smokestack Paint
Deck Paint
Hull Paint
Copper Paint
Boat Varnish

Reliable and **profitable** lines for the **dealer** to handle.

P. D. DODS & CO.
Limited
Montreal, Que.

REAL GERMANTOWN LAMPBLACK

Contains this Trade Mark



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL.

Pure Boiled Linseed Oil

In order that paint will be preservative, materials must be used that will resist the action of air, sun, rain, light and gaseous products of combustion in rooms, water, various acid vapors and the general wear to which the painted surface is subject. This is only attained by using the purest and best Linseed Oil,—the foundation of the paint. We guarantee our Pale and Double Boiled Oils will withstand the most critical tests.

Canada Linseed Oil Mills, Limited
MONTREAL

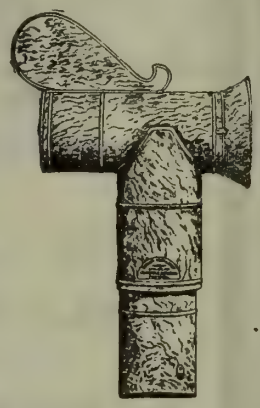
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

CONTRACTORS

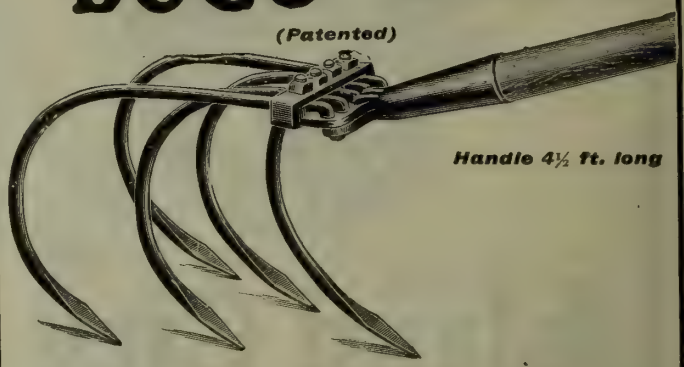
Montreal

A Great Money-Maker —

THE

"BUCO" GARDEN CULTIVATOR

(Patented)



Handle 4½ ft. long

This is the time to push "BUCOS." No reason why you should not be reaping a harvest of profits.

The "BUCO" simply cannot be equalled as a weed-killer and a cultivator. This is not our opinion alone, but that of expert gardeners galore who have tried it and would not now be without it.

Stock up before your competitor gets in ahead of you. Gardeners will be buying from now on. Be ready.

The Jobbing Trade has them

Bailey-Underwood Co.

SOLE MAKERS Limited

New Glasgow - Nova Scotia



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

Baby Knife Switch No. 1439 A



SWITCHES

OUR LEADERS,—

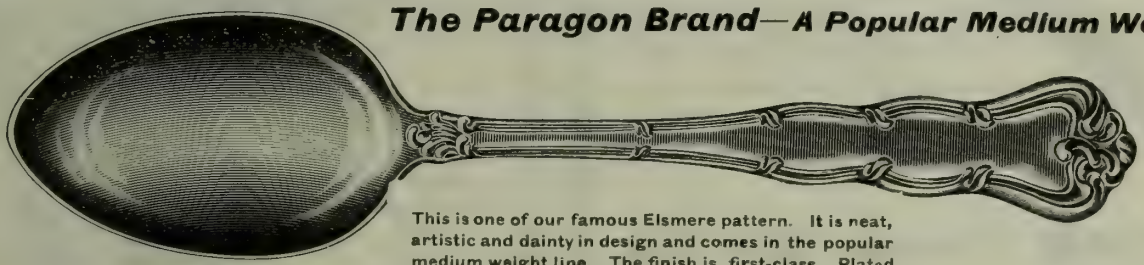
For 125 Volts—15 or 25 Amperes with Porcelain Base—Our Baby Knife.
For 250 Volts—30 Amperes—Fused or Plain with Slate Base.

APPROVED BY UNDERWRITERS. Write for our prices.

THE R. E. T. PRINGLE Company, Limited

WINNIPEG - - - - - MONTREAL

The Paragon Brand—A Popular Medium Weight

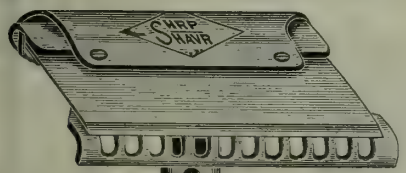


This is one of our famous Elsmere pattern. It is neat, artistic and dainty in design and comes in the popular medium weight line. The finish is first-class. Plated with pure silver on a high grade nickel-silver base, this is a leader with the trade.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

SHRP-SHAVR SAFETY RAZOR



25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

Shrp-Shavr Razor Co

Smith Hardware Co., Limited
2 & 4 Lemoine Street
Montreal, Canada



We sell it at 25c. to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVERPLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

When writing advertisers kindly mention having seen the advertisement in this paper.



Buy the Best.

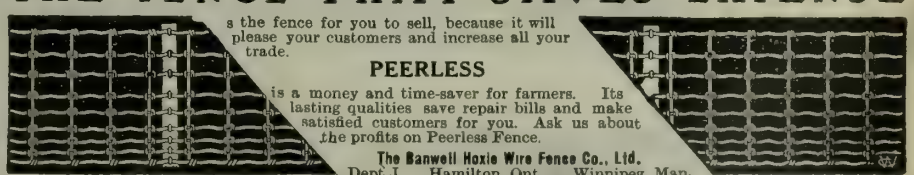
HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

THE FENCE THAT SAVES EXPENSE

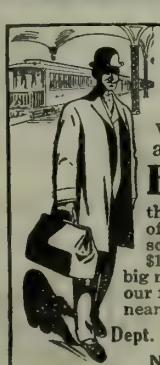


s the fence for you to sell, because it will please your customers and increase all your trade.

PEERLESS

is a money and time-saver for farmers. Its lasting qualities save repair bills and make satisfied customers for you. Ask us about the profits on Peerless Fence.

The Banwell Hoxie Wire Fence Co., Ltd.
Dept J Hamilton, Ont. Winnipeg, Man.



BE A SALESMAN

We will teach you to be an **Expert Salesman** in eight weeks by mail, and assist you to secure a position with a reliable firm. Through our

Free Employment Bureau

the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from $1,000 to $10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip," Address our nearest office.

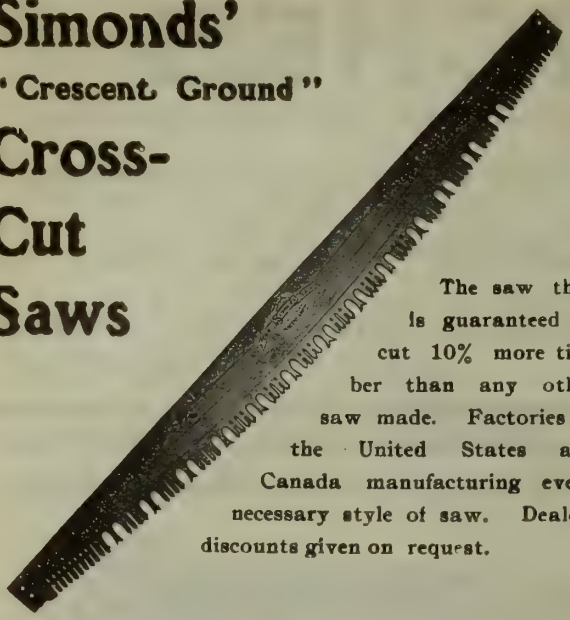
Dept. 288 National Salesman's Training Association
New York Chicago San Francisco
Kansas City Minneapolis

Name ..... P. O. ..... State ..... R. F. D. 288

Simonds'

"Crescent Ground"

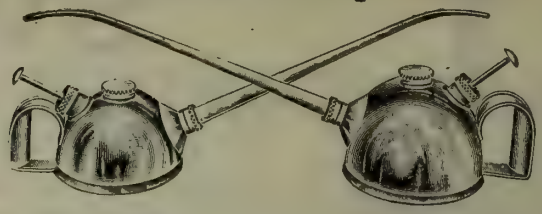
Cross-Cut Saws

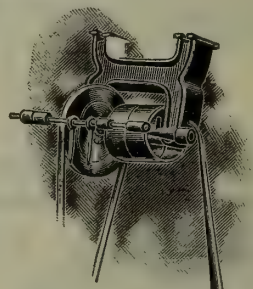


The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

Howlands Pump Oilers





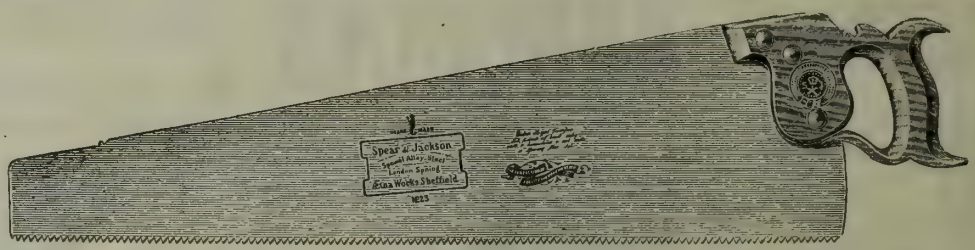
For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

LOOK OUT!



¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

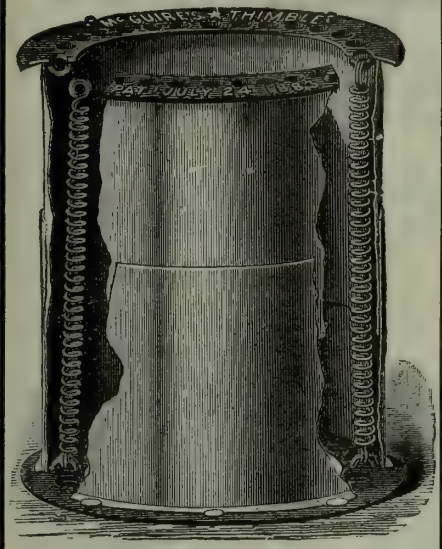
¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

THIMBLES

With Japanned Steel Ends



For Floor or Partition

6 or 7 Inch

Strong, durable and moderate price

Manufactured by

E. T. WRIGHT & CO.

Hamilton, Canada

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

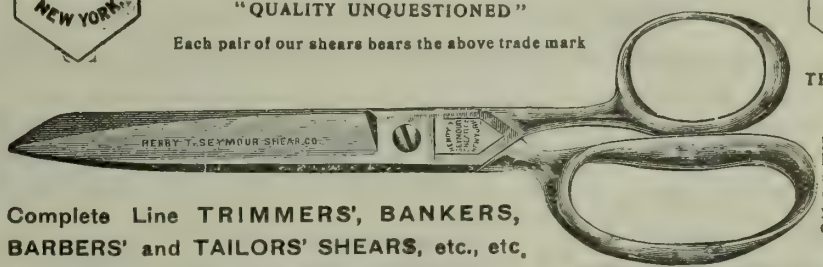
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.



R. HEINISCH'S SONS CO.

NEWARK, N.J., U.S.A.

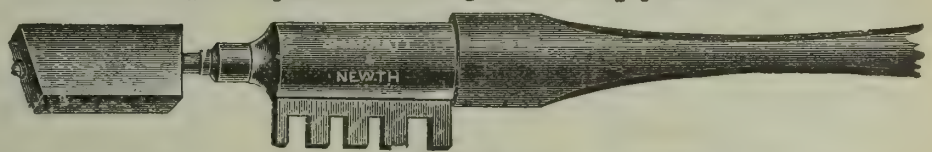
New York Office and Salesroom, 155 Chambers St.

Do You Want Anything ?

Try a Condensed Ad. in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street

MONTREAL

There's Money in the Roof

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 20
Heads, per 100 lb	2 65	2 45
Tank plates, 3-16 inch	2 50	2 40
Tubes, per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Met al Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ⅛ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 22
Tubing, iron pipe size, 1 inch base.	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 00
Cut lengths, round, bars, ¼ to 2 in.		21 00
Plain sheets, 14 oz.		21 00
Plain, 16 oz,, 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets). 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 50
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	19	50
Middlesboro, No. 3 pig iron	16 50	20 00
Summerlee, No. 2 "	18 25	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (300)	....	25 00
Angles	2 60	2 80
Common bar, per 100 lb.	1 85	1 90
Forged iron "	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	2 00
Mild steel	1 85	....
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	1 95
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
I X X 14 x 20 "	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I X X, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, "	6 75
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 65	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07	0 07½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net 1 75
No. 4 " " "	" 1 65
No 7 fuller " "	" 2 00
No. 4½, "	" 2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

Bathtubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30, $7 85.
Ol set combinations, $15.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—60 per cent.
Steam Radiators—60 and 2½ per cent.
Wall Radiators—50, 10 and 10 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 03	⅛ inch 2 86
¼ "	2 25	¼ " 3 08
⅜ "	2 63	⅜ " 3 48
½ "	3 16	½ " 4 31
1 "	4 54	1 " 6 19
1¼ "	6 19	1¼ " 8 44
1½ "	7 43	1½ " 10 13
2 "	9 90	2 " 15 50
2½ "	15 81	2½ " 21 56
3 "	20 76	3 " 28 31
3½ "	26 13	3½ " 35 63
4 "	29 70	4 " 40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb.	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 06
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

BLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

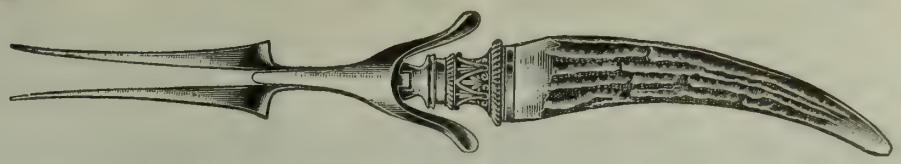
PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 65
" 100-lb. drums	1 90
Bladders in bbls	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 58
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Monarch (Winsor)		6 90
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pur e	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	5 65
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, "	0 07
No. 2, "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
No. 1	0 90
Union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flatline floor finish	3 00
Elastica exterior finish	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 85
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 85
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.		4 75
over 12 in. "		3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 60	0 70
Harness, crescent, 10 inch, doz		2 25
" No. 141, 10x12, doz		1 00
Hat & coat, crescent, plated, dz.		0 75
Chandelier per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Miller's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.		
Canadian, 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz		4 40
" 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

PICKS.

Per dozen	6 00	9 00



Registered Trade Mark

The Celebrated "Dreadnought" Milling File

A substitute for Files which is revolutionizing File Work. A great cost reducer; a simple and radical improvement on the ordinary style of hand files; it cuts from 300 to 500 p.c. faster than an ordinary file; it is self cleaning; it can be sharpened four times; it cuts equally well all metals, also wood and marble; its cutting edge outlasts from five to ten ordinary files; although practically a rasp, it leaves the surface smooth. N.B.—The Dreadnought is adaptable to every job in which ordinary files can be used, expediting the work and doing it better, and for numerous jobs usually milled in machines. Gold Medal, Franco-British Exhibition, 1908. Gold Medal, International Exhibition, Madrid, 1907.



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St.

AGENTS { Halifax, N.S.—Austen Bros.
Toronto, Ont.—Nicholson & Ritchie, Traders Bank Bldg.
London, Ont.—London Engine Supplies Co., Ltd., Richmond St.
St. John, N.B.—The Jas. Robertson Co., Ltd.
Winnipeg, Man.—Bissett & Loucks, Limited
Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English	per doz. 2 00	5 00
Stanley, 2⅜ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each..... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c.; No. 3 and 4 grade, 45 p.c.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz.....		$23 00
Iron, No. 492, "		1 85
" " 493 "		2 45
" " 494 "		3 25

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft., each....	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1810, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25
Crown.....		4 85
Crescent.....		6 50
Sovereign.....		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25
" " 1¼ x 3-16 in (1.0 ft)	

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	9 00
" " ½ " .... "	10 00
" " ⅝ " .... "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web..... "	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ¼ and ⅜ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¼
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise..... 4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.	

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list.....	75
Nuts, square, all sizes, 4½c. per lb. off	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts, 80 and 7½.	

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d.....	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron ..... "	4 25
Set, case hardened, dis. 60 per cent.	
Square Cap, dis. 50 and 5 per cent	
Hexagon Cap, dis. 45 per cent.	

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 55; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 2½ and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
" and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.: spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

	RAZORS. per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½%;
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Ymour's, 50 and 10 per cent.



CLAUSS PERFECT STROPPER

The latest thing out. The article with merit. The only automatic Stropper on the market which gives perfect satisfaction. Sold under a positive guarantee.

Anyone, no matter whether he knows how to strop a razor or not, can do so on this automatic Stropper. This is now the only way to strop a razor.

Clauss Perfect Stropper retails for - $2.50

MERCHANTS, WRITE FOR TRADE PRICE

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary per 100 ft.	3 0
Furnace fittings, 50 p.c.	

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent,
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32
7-inch "	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

No. 9, $2.30 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $2.85; 6, 7, 8, $2.80; 9, $2 35; 10, $2 85; 11, $2.90; 12, $2.50; 13, $2.60; 14, $3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 65	2 70
Galvanized, plain twist	2 95	3 00

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2 "	"	10 00
3 "	"	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops	1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz	33 75	35 00
Royal American, 11 in	33 75	35 00
Eze. 10 in., per doz		36 75
Challenge, 3 year, 11 in		36 50
Ottawa, 3 year, 11 in		41 50
Favorite, 5 year, 1 in		42 50

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel	4 50

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40
Canadian pitcher spout	1 80 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 02
" under 40 lb., "		24 00
200 lb. and over		00 80

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Sonne, Thos., Montreal

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Baskets
Oakville Basket Co., Oakville, Ont.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill., U.S.A.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Brushes
Nelson, H. W. Co., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Clovert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb. Montreal.
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H. & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N. H
Chicago Flexible Shaft Co., Chicago

Clothes Pulleys
The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls, Ont.

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron

Cultivators
Bailey Underwood Co., Ltd., New Glasgow, N.S.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Checks
Le Page Door Check Mfg. Co., Toronto

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville Ont
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
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McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Feather Dusters
Nelson, H. W., & Co., Ltd., Toronto

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
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Fire Escapes.
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Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa
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Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
Grove Chemical Co., Appley Bridge, Eng

Grey Iron Castings
Katie Foundry Co., Galt, Ont.

Hammocks
Dominion Hammock Mfg. Co., Dunnville Ont
Nelson, H. W., & Co., Ltd., Toronto
The I. E. Palmer Co., Middletown, Conn

Handles
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Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co., Hamilton.
Soss Invisible Hinge Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Safety Razors.
Kampfe Bros, New York

Sash Weights
The Katie Foundry Co., Galt, Ont.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg Co., Fitchburg, Mass.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails
Belleville Iron & Horseshoe Co., Belleville, Ont
Montreal Rolling Mills, Montreal.

Hose Couplers.
The Time Saving Coupler Co., Toronto

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto
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Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer, Ont
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Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

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Lanterns.
Thos. Davidson Mfg. Co., Montreal
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Kemp Mfg. Co., Toronto.
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Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lawn Sprinklers.
Standard Stamping Co

Linseed Oil.
Canada Linseed Oil Co, Ltd, Montreal

Locks, Knobs, Escutcheons, etc
National Hardware Co, Orillia
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Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
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Mail Boxes.
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Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
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Metal Shingles, Sidings, Etc.
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Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

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Structural Steel.
The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton

Tapes.
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

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Gendron Mfg Co., Toronto
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Frothingham & Workman, Ltd., Montrea
Howland, H. S., Sons & Co., Toronto.
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IMPERIAL COTTON DUCK,
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General Offices and Warehouses, - - 174 to 196 Lower Water Street

"CHAMPION OF THE YEAR"

[New York Herald, July 16-'08]

This extract voices the opinions of the English press after the performances of the Ross Rifles at Bisley meet last year. Canadian rifle shots at the D. R. A. last year were equally successful, when, though many who used Ross Rifles were comparatively green men, 60 per cent. won places on the 1909 Bisley team.

No keen Rifle Shot can afford to do without one this season.
Write for catalogue and prices of our

ROSS RIFLE "MARK III"

The Ross Sporting Rifle, retailing at from $25.00 upwards, is worthy of the praise which those who have used it freely accord to it.

ROSS RIFLE CO., - - Quebec, P.Q.



This Trade Mark is a Sign of Sound Quality

Whenever you see this trade mark on a package you know that the contents are the best of their kind.

Stove and Tire Bolts

Sink and Sleigh Shoe Bolts; Wood Screws; Wire Nails; Tacks; Machine Screws; Iron, Brass and Copper Rivets and Burrs; Staples; Corrugated Fasteners; Wire, Bright, Coppered, Tinned, in coils or cut to lengths.

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KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

No time of the year like the present to push the sale of

Pearson's Patent Poke

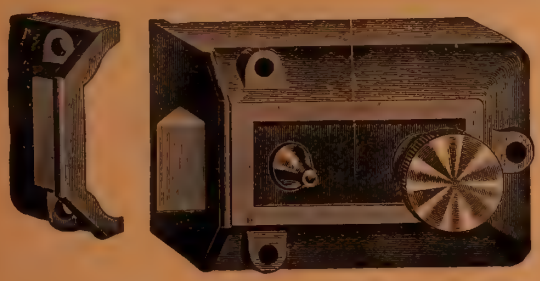
All the animals on the farm are now being placed in pasture and there are naturally many inquiries from your customers for the best, safest, lightest and most easily adjusted poke. **That's Pearson's Patent.** It is guaranteed to prevent any breechy horse or cow from jumping fences. If it does not do this the dealer is instructed to refund the money.

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J. H. Still Manufacturing Co.
Limited

St. Thomas, Ontario

The Spring Building Trade is just about due



Cylinder Night Latch, No. 103.



Have you the right assortment of rim and mortise locks, inside, front door and store door sets, and

BUILDERS' HARDWARE

to meet the big demand? Ask your jobber to show you the Peterborough Lock Company's line. Sold by all the leading Canadian jobbers.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



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Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

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Twelve Medals



Awarded

By JURORS at

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Gold Medal at Atlanta, 1895

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PAT. IN CANADA 1907

VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

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We can offer from stock or to arrive opening of navigation

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B. & S. H. Thompson & Co., Ltd.

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Rubber Belting. For Mines, Lumber Mills, Tanneries, Flour Mills, Grain Elevators, and General Factory Service.

Ask For These Brands: "PARA," "Lumber King" (for regular transmission), "Keewatin" and "Columbia" (friction surface– for high speeds and small pulleys), "Canadian" for conveying ore, grain, etc. No matter how special the conditions, we have a rubber belt guaranteed to do the work.

Rubber Hose. For every regular and special purpose—Hot and Cold Water, Chemical, Brewers, Pneumatic Tool, Air Drill, Steam, etc.

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Write for our handsome catalogues, or drop a line to our nearest Sales Branch, and our representative will call upon you.

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A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

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VOL. XXI. PUBLICATION OFFICE: TORONTO, MAY 8, 1909 NO. 19.

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HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

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SPECIALITIES OF ALL DESCRIPTIONS

PLYERS VICES

For Sale by Leading Wholesale Houses.

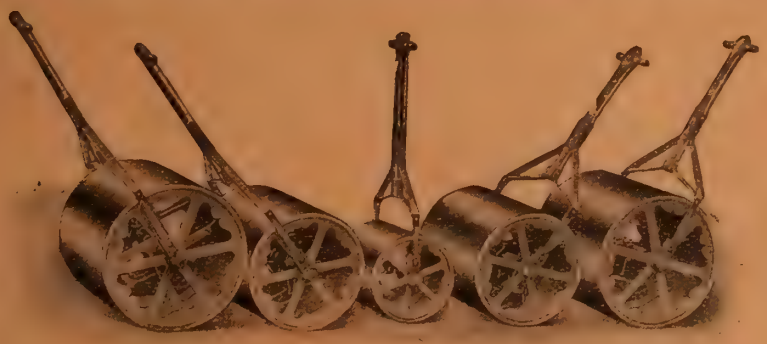
"SOUTHERN CROSS" BLACK SHEETS

Can be beaten into any shape, but you **CAN'T** beat the quality.

John Lysaght, Limited, Makers, Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd., Montreal, Managers Canadian Branch

This is the Season for Lawn Rollers



Gold Medal run easier than any other make

They are equipped with roller bearings and, at this particular time, constitute a line that is as easy to push as the mower itself.

Write us for catalogues and prices

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Don't Wait for Something to Turn Up. Try a "WANT AD."

Have You Received a Copy of Our

No. 50 NEW GENERAL HARDWARE CATALOGUE



showing complete lines which we manufacture in Hardware, Lawn Mowers, Lawn Rollers and Stamped Steel Ware?

It is the most complete Hardware Catalogue ever issued by any Canadian manufacturer. If you have not yet received a copy, a post card will bring you one.

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The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is Warranted

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.

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This Trade Mark guarantees Satisfaction.



Animals at pasture are breachy, and frequently jump the fence. You can prevent all this by selling

PEARSON'S Patent Horse Poke

It has many points superior to all others. The reason you can dispose of this poke so readily is that it is guaranteed to prevent any horse or cow from breaking bounds or money refunded. What more would anyone ask?

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J. H. Still Manufacturing Co.

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St. Thomas, Ontario

ICE CREAM FREEZERS THAT SELL

THEY EXCEL IN

Easy Running
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Practical Results

THEY ARE

Well Advertised
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"LIGHTNING"



"GEM"



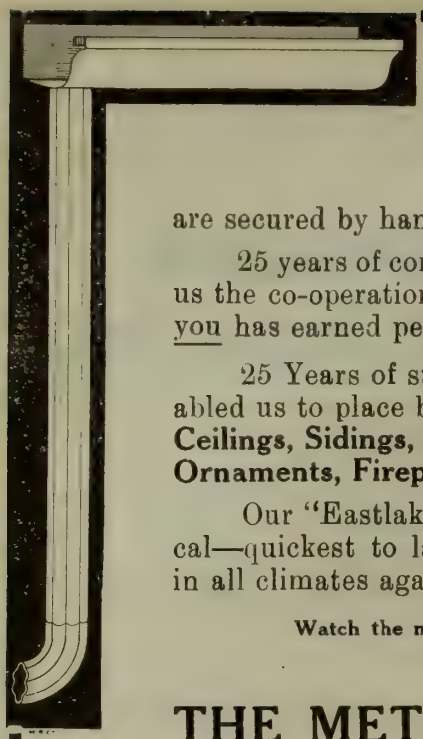
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Our line of Freezers comprises the largest variety made in any one factory They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers

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25 years of continuous effort on our part to protect the Trade has earned for us the co-operation and support of the hardware and tinsmithing trade and for you has earned permanent customers.

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Our "Eastlake" Steel Shingles are especially popular—are most economical—quickest to lay and very durable—longest to stay. They are protection in all climates against Lightning, Fire, Rain and Wind and positively rustproof.

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Buy from us, secure satisfaction and good profits.

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Sheet Copper

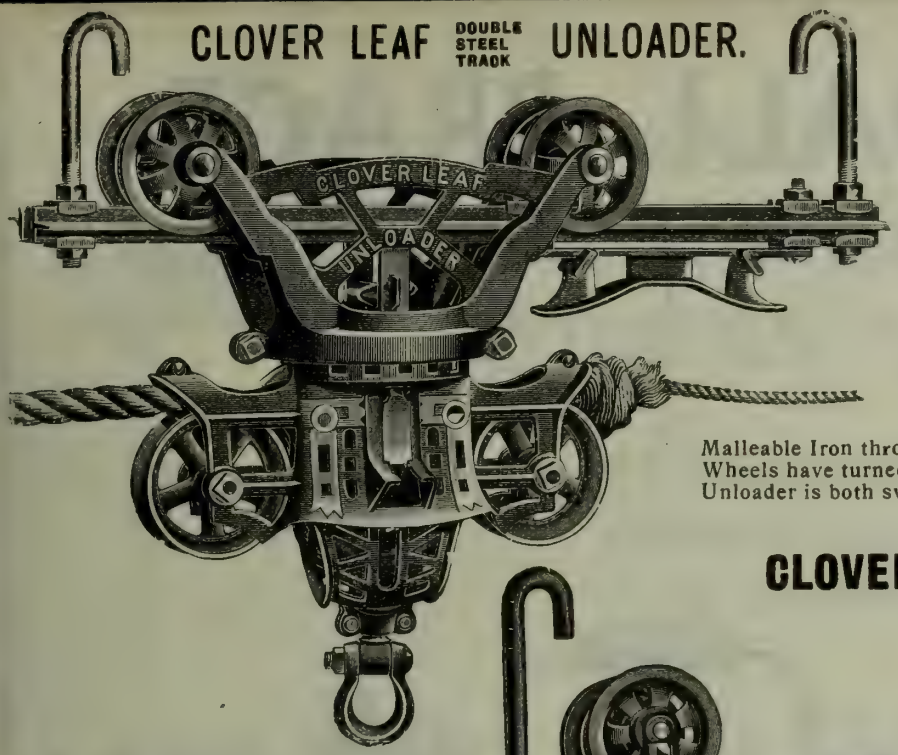
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M. & L. Samuel, Benjamin & Co.

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CLOVER LEAF DOUBLE STEEL TRACK UNLOADER.

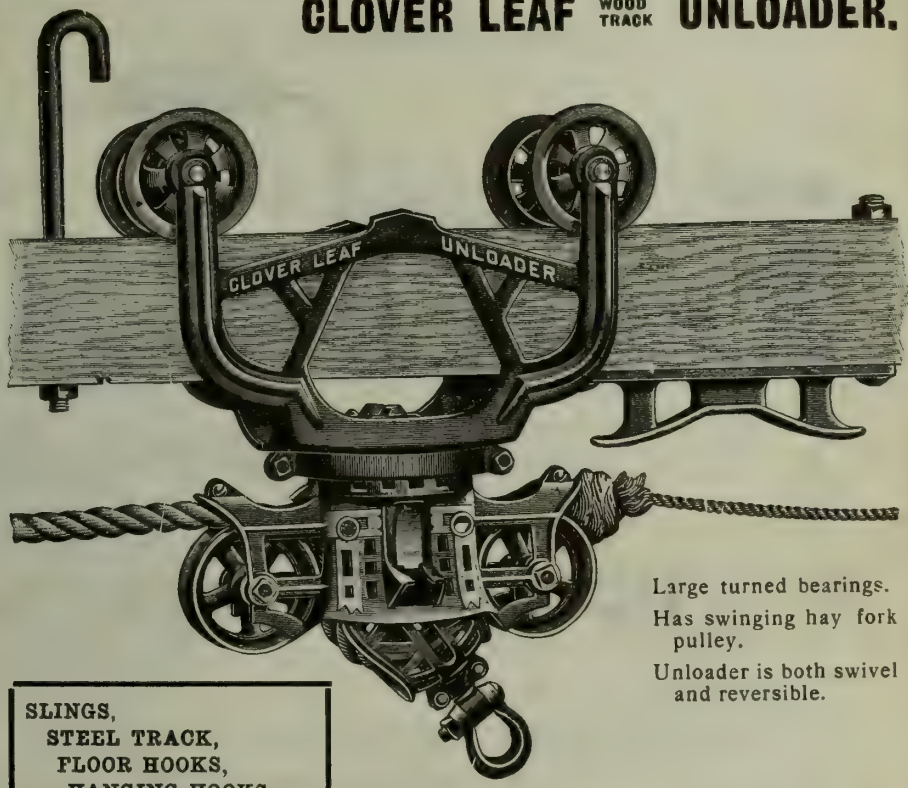


Farmers are now building new or reconstructing their old haying outfits. Dealers will profit by getting our prices on

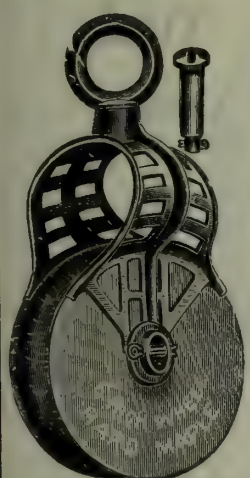
HAY TOOLS

Malleable Iron throughout.
Wheels have turned steel bearings.
Unloader is both swivel and reversible.

CLOVER LEAF WOOD TRACK UNLOADER.



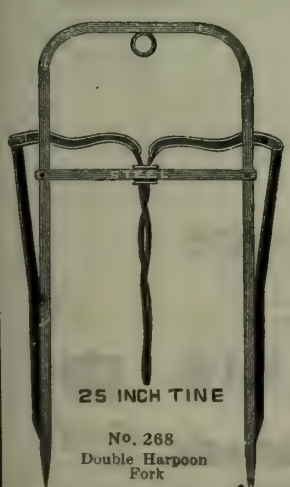
Large turned bearings.
Has swinging hay fork pulley.
Unloader is both swivel and reversible.



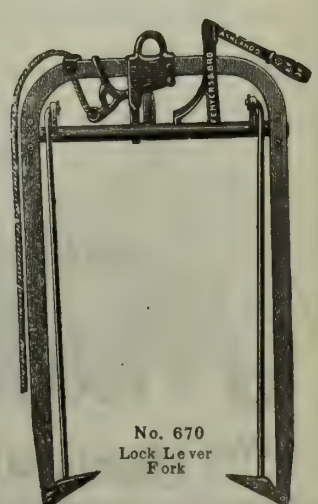
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Knot Passing

SLINGS,
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MANILLA **ROPE** SISAL
FOR HAY CARRIERS



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Double Harpoon Fork



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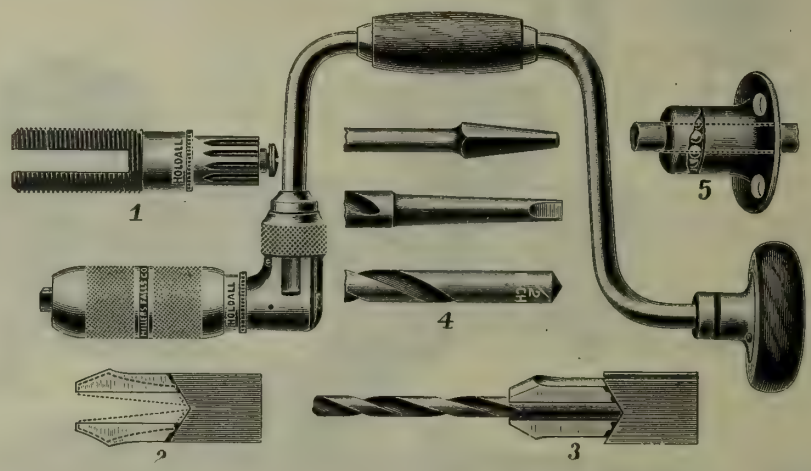
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The "Holdall Brace" is the most perfect and universal Brace on the market, and is having a large sale by the General Hardware Trade.

If you have not heard about it write us at once, and we will quote price and send you circulars.

Write for Price



Send us a Trial Order

HOLDALL BRACE, No. 732

This Brace has been called "Holdall" because it holds all varieties of shanks securely. The constant increasing use among wood workers of Twist Drills, having different shanks, has made this Brace very popular.

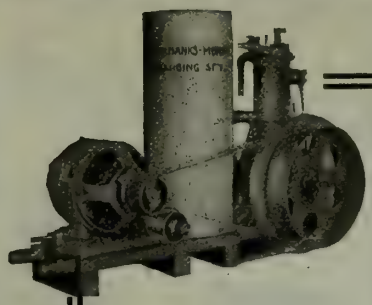
All hardware merchants should stock this Brace.

Ask our travellers to quote you price

FROTHINGHAM & WORKMAN, Ltd.

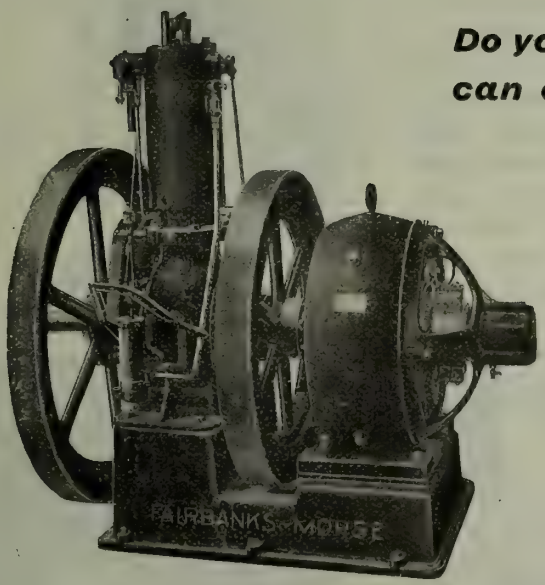
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Montreal : : : : : Canada



Well Lighted Stores

Attract Attention
Bring Trade
Give Satisfaction



Do you wish to know how you can obtain these results?

Send to us for descriptive circulars of electrical outfits and see what others have accomplished.

A Fairbanks-Morse Gas or Gasoline Outfit set up in your store or warehouse will furnish you with an abundance of light at lowest prices and also supply power for other purposes.

FACTORY, TORONTO, ONT.

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St. John, N.B. ***Calgary***

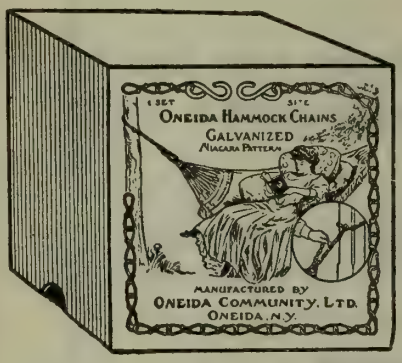


New ways to satisfy old wants Open up new opportunities for sales



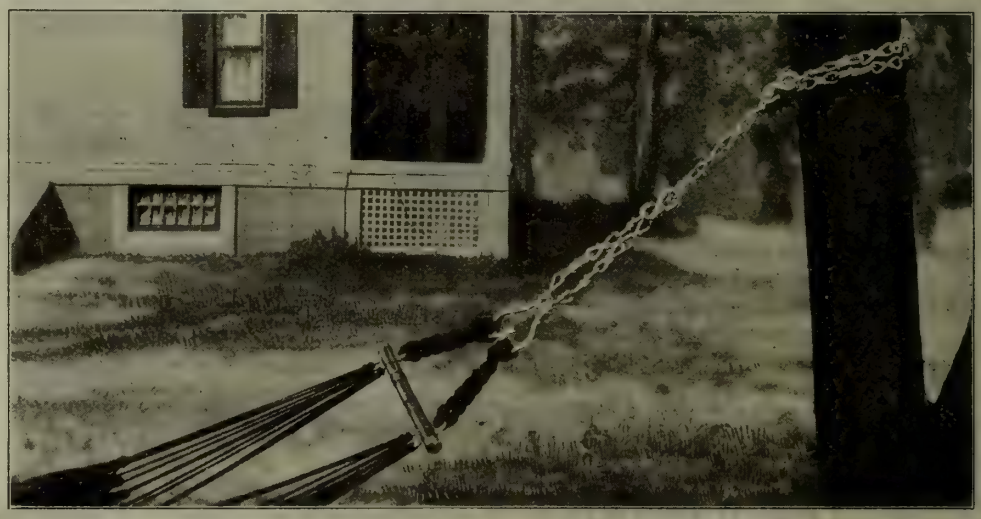
THE OLD APPLE TREE SWING and ONEIDA HAMMOCK CHAINS are new ways of satisfying old wants and they do it better than old methods. They are made of "Niagara" pattern steel wire chain, galvanized, and will hold a weight of 1500 lbs.

THE OLD APPLE TREE SWING was introduced by us last year when we handled only one size. Our sales were large and our customers report they took well. This year we have two sizes to offer. No. 75 is long enough to use on a rafter or tree branch nine feet from the floor or ground, and No. 100 twelve feet. They are put up one in a box and make a neat shelf package. Screw rings, cotton hand grips and apple tree board make the swings complete and attractive. They are very reasonable in price and sell at a good profit.



The ONEIDA HAMMOCK CHAIN also sold well last season. We have two sizes, No. 3 and No. 6, three and six feet long respectively. The large illustration shows how they are used, and the box the style of package containing one pair.

Try sample lots of these two articles. You will find they will sell.



Caverhill, Learmont & Co.

Hardware, Iron and Steel

Head Office and Warehouse,
MONTREAL.

Warehouse at
WINNIPEG, CAN.

SHOWROOMS:

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H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only



Triumph Corn Planters

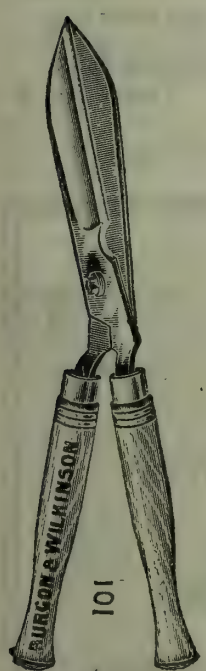




Our goods of all sorts are the best of their kind with every possible requirement anticipated in advance. Letter orders are coming at a rate that calls for the best service the organization affords. We want to keep the reputation of being the **Quickest House in the Trade** for getting goods to you and are doing everything we can to warrant it.



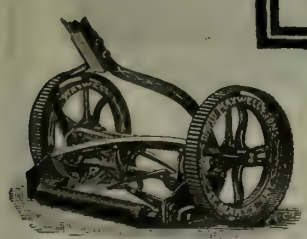
PRUNING SHEARS



GARDEN SHEARS



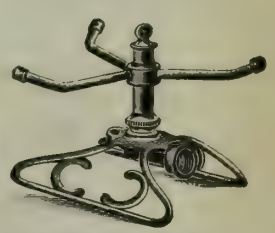
RAKES
Malleable and Steel



LAWN MOWERS



GARDEN SPADES



LAWN SPRINKLERS

For a more Complete Line of above see our Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

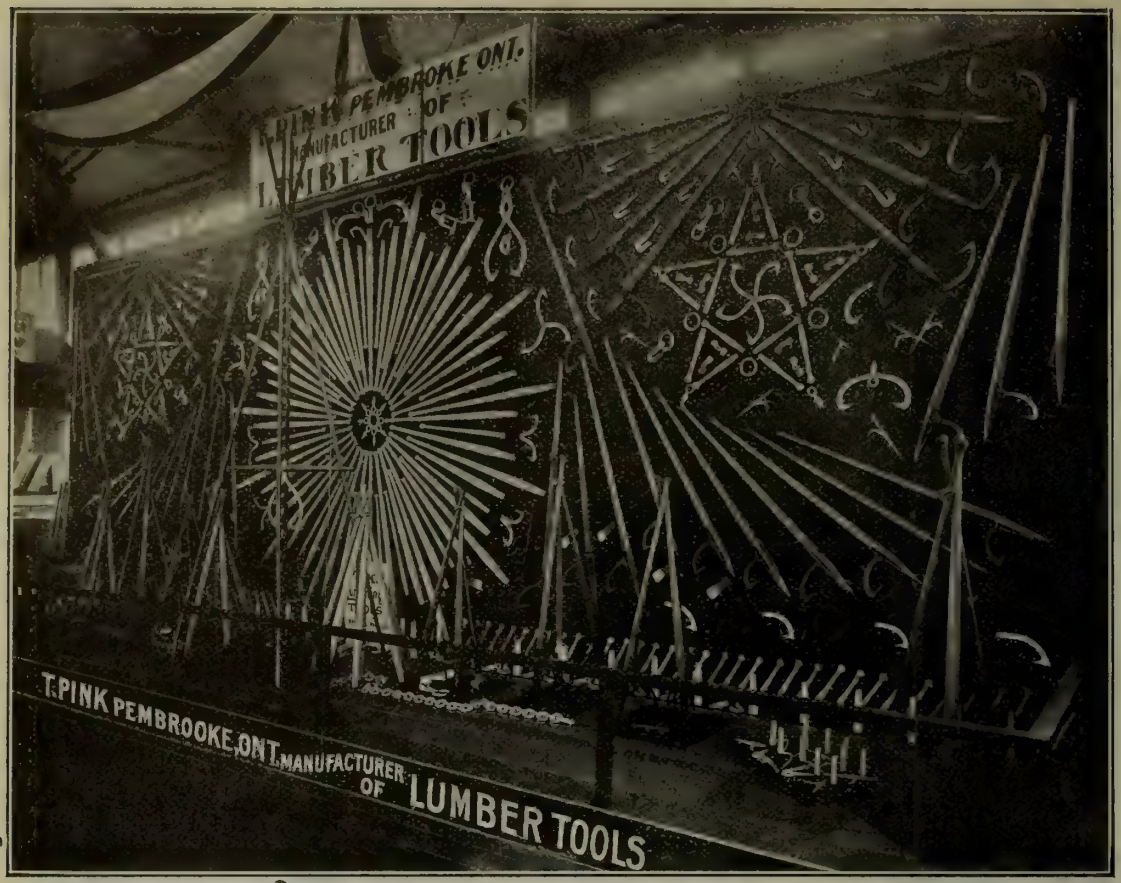
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GRAHAM NAILS ARE THE BEST

We Ship Promptly

Factory: Dufferin Street, Toronto

Our Prices Are Right



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Every Little Bit Helps!!

Mr. Hardware Man,—Don't you often find that the "little sales" of the day are a big feature in the day's receipts and are often the lever to larger sales?

The Kaiser Wax Pad and Iron Cleaner

is a "little thing"—retails at 10 cent—but it is a household necessity, something entirely new on the market, a quick and big seller, with a good profit.

Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high-grade finish, equal to first-class laundries. She of course asks the dealer for advice—in return he offers her the common wax—She knows it is impossible to do good work with the common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—THERE SHE IS SURE TO DO HER BUYING—AND LEAVE HER ORDER FOR OTHER THINGS.

A post card to any of our Canadian agents or direct will bring a sample of this great little business getter.



PATENT APPLIED FOR

500 Circulars Packed in Each Gross.

Manufactured by

The Ancker-Thiem Co.

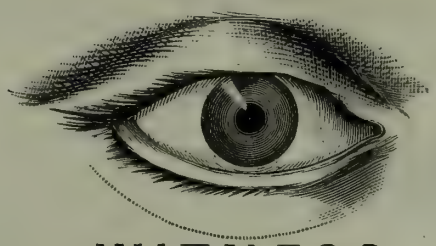
CHICAGO, U.S.A.

Dept. 54

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W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B.C.
R. Grenier & Cie., 130 Rue Du Pont, Quebec.
R. F. Westhaver & C., 132 Hollis St., Halifax, N.S.

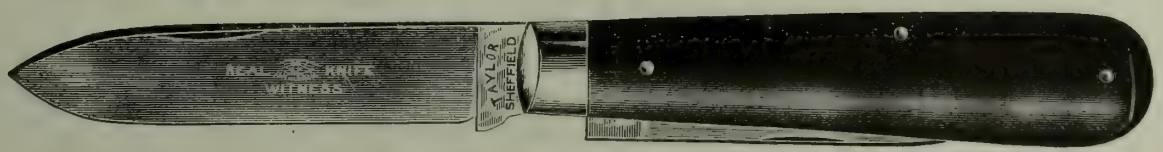
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WITNESS

CELEBRATED

CUTLERY



KEEN EDGE TRUE STEEL



MANUFACTURED IN SHEFFIELD, ENGLAND

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

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Reputation, Excellence, Wear and Worth

are all combined in

The Pansy Broom

This broom is a leader. You can tell it anywhere. It has a wrapper which is the hall mark of merit. It pays to sell a good broom and also a broom that will last. It's better for the dealer and better for the customer. That's why we are talking to you month in and month out on **"The Pansy"** which is made from the best broom corn grown, is just the right size, weight and shape to win its way.

BUY FROM THE MAKERS

H. W. NELSON & CO., Limited

TORONTO CANADA

Crescent Brand Hinges and Butts

Bright Steel, Japanned, Electro-Plated and Nickel Finishes

Crescent Brand

Registered



Is the other fellow pressing you hard for business ?

Chances are he is doing it with Crescent Brand Hinges and Butts.

Many of the successful fellows have chosen them exclusively—and they are well worth choosing too, being made for the trade that seeks the best, and who are governed by quality.

Can you risk handicapping your business with inferior goods, when the price is not lower ?

If your jobber does not keep them, we will fill your order.

Canada Steel Goods Company, Limited

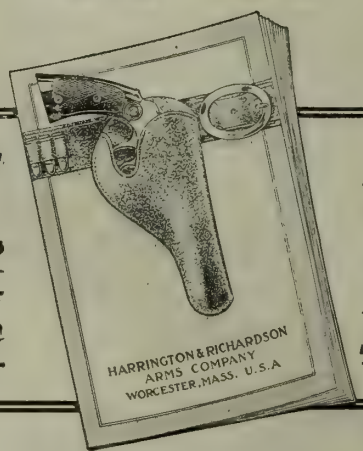
Hamilton, Ontario

Leave the Money in the Country Wherein You expect to Make Yours

This Advertisement

REVOLVERS **H & R** SINGLE GUNS

TRADE MARK TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY

615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

Harrington & Richardson Arms Co.

615 Park Ave., Worcester, Mass.


RELIANCE PLATE
The New
Low-Priced Plated Ware
Made by the
ONEIDA COMMUNITY, LTD.,
ONEIDA, N.Y.

IDEAL WEDDING PRESENTS

Fitted Cabinets of all sizes. All Union Made. The most practical cabinet for the Canadian Market

STOCK CARRIED IN MONTREAL



R618—Union Cabinet—15 pieces, $7.00



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Our Cabinets are all Union-made, and are guaranteed to stand any climate. Fitted with finest quality flatware, and hand-forged steel cutlery.



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WRITE YOUR NEAREST JOBBER—HE'LL HAVE THESE GOODS

John Round AND Son, Limited, Montreal

FACTORIES—SHEFFIELD, ENG. ESTABLISHED 1847

The NEW UNIT

The Arrows Point To Success

ASBESTOS SAD IRONS

ASBESTOS SAD IRONS



POINTS TO REMEMBER

The demand for ASBESTOS SAD IRONS is steadily increasing.

¶

Millions of women know all about ASBESTOS SAD IRONS and will buy them from any accessib'e dealer.

¶

In supplying their demand by handling the NEW UNIT, you double your sales and more than double your profits.

¶

Order our No. 196 Household Set from your jobber.

NEW UNIT POINTS

A six-piece set provides a separate iron for each class of laundry work.

¶

Irons specially designed for certain classes of work will do that work better and more easily.

¶

Women fully appreciate these advantages, and will buy sets of irons in preference to extra irons if they can get them.

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Write us for NEW UNIT show cards and circulars.

ASBESTOS SAD IRONS

ASBESTOS SAD IRONS

6-in-1 Set

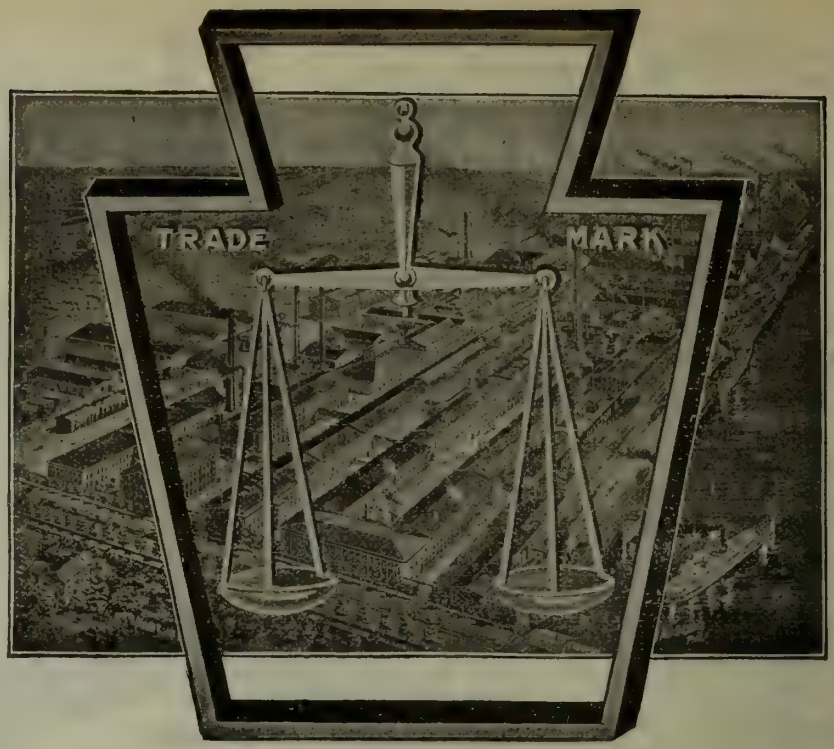
$1.00 Profit on Each Set.

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In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—all backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—a combination not equalled and which speaks for the utility of the saws.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
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"SALUTE"

A HIGH-GRADE STATIONARY OILER



SPECIAL FEATURES

Fitted with our snap lever top. When lever is up, cup is feeding. When lever is down, feed is shut off. When feed is once regulated it need never be disturbed, the lever top operating the oil feed. There is no better cup on the market.

Pages 49 of our Catalog No. 22 illustrates this line.

FOR SALE BY ALL LEADING JOBBERS.

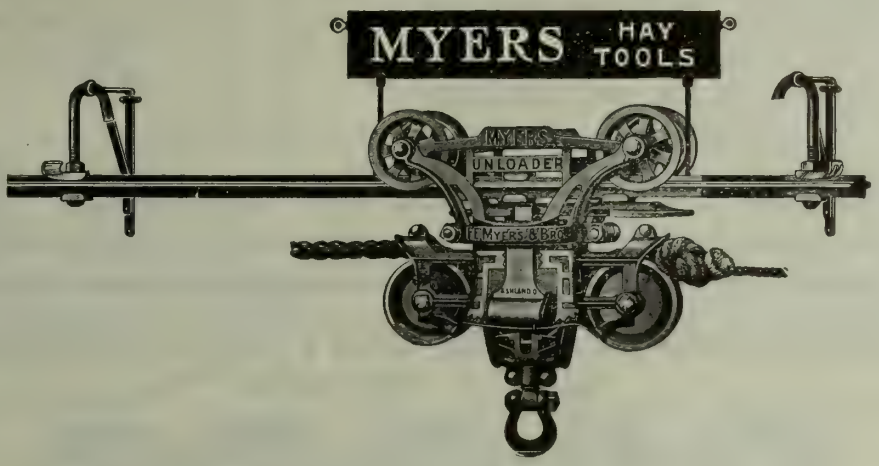
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Windsor, Ontario

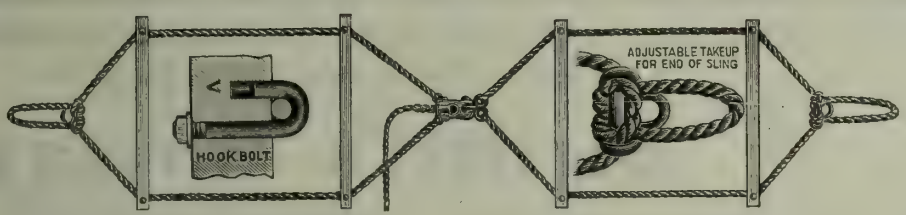
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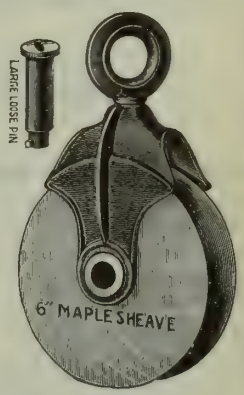
The Hobbs Hardware Co., Limited

LONDON TORONTO



A SIDE LINE THAT WILL PAY YOU HANDSOME PROFITS





Slings, Forks, Pulleys, etc.

SEE CATALOG FOR DETAILED INFORMATION

Ontario Agents for Meyer Hay Tools

Progressive farmers are asking for Plymouth Pure Manila Rope for Hay Forks.
Can you supply them?

The Hobbs Hardware Co., Limited

Established 1876

LONDON TORONTO

HARDWAREMEN MAKE MONEY

when they keep abreast of the times and take advantage of every profitable trade opening that presents itself. You can help supply the continuous demand for Structural Steel by selling our goods. You do not have to lock up a lot of ready money in stock to make big profits. Simply get out after this business and keep your eyes and ears open. We will do our part in aiding you to place contracts with builders.

WRITE US TO-DAY REGARDING OUR HIGH GRADE MATERIAL

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY of CANADA, LIMITED

SARNIA, ONTARIO

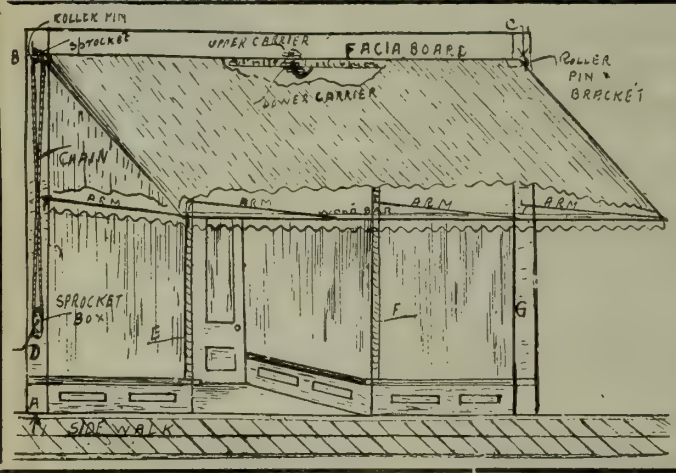


COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

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Toronto's Most Progressive Merchants Use

Bartlett's Awnings

We are ready to supply you with awnings that will give you the maximum of satisfaction at the minimum of cost. Measure your store front as shown in the cut from "A" to "B" and from "B" to "C," and let us make you a quotation. DO IT NOW, and you'll have your awning when you need it most.

WM. BARTLETT & SON

20 Adelaide Street West - - TORONTO, ONT.

We have an excellent proposition for hustling Agents

THE MORRIS & BAILEY STEEL CO.

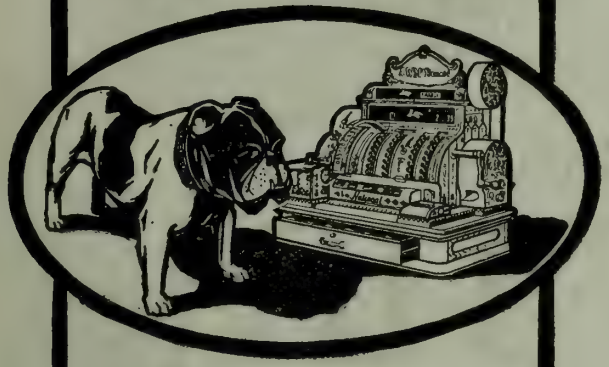
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

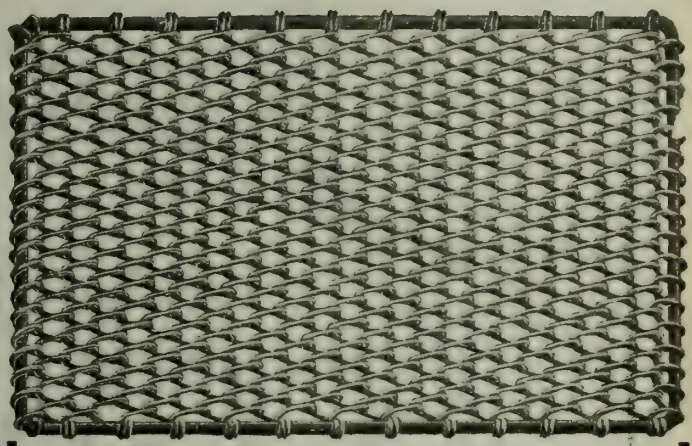
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AND WHAT YOU HAVE YOU'LL HOLD!

NATIONAL CASH REGISTER CO. 285 Yonge St., TORONTO
Write for Literature. F. E. MUTTON, Canadian Mgr.

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OUR NEW SIMPLEX

IS THE CHEAPEST MAT ON THE MARKET. WRITE FOR PRICE.

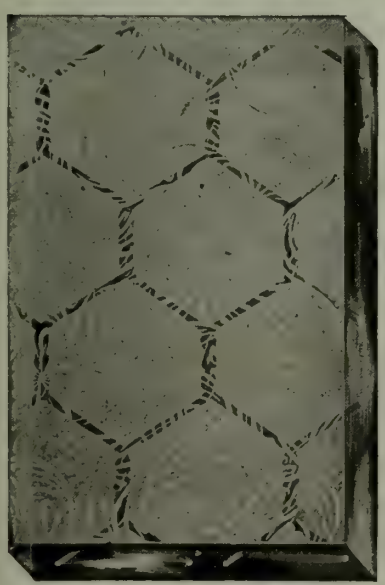
WE MAKE FOUR KINDS OF WIRE MATS

THE B. GREENING WIRE CO.

Limited

HAMILTON, ONT. WINNIPEG, MAN. MONTREAL, QUE.

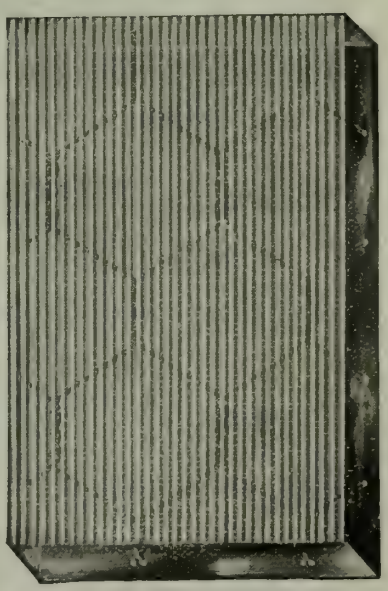
WIRE GLASS



A RELIABLE FIRE RETARDENT

Wire Glass is recommended by all prominent fire engineers and underwriters and is essentially necessary in order to obtain minimum insurance rates. We can supply Wire Glass in all its forms. **Rough, Ribbed, Maze, Muranese, Polished** and **Prismatic.** Insures safety because it stops fire, draft and smoke. TIME and actual service have demonstrated its value.

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THE HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses :

WINNIPEG LONDON TORONTO

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf



THE
STANDARD CANADIAN
COW TIE
(NIAGARA PATTERN)

MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers
an inferior Cow Tie?

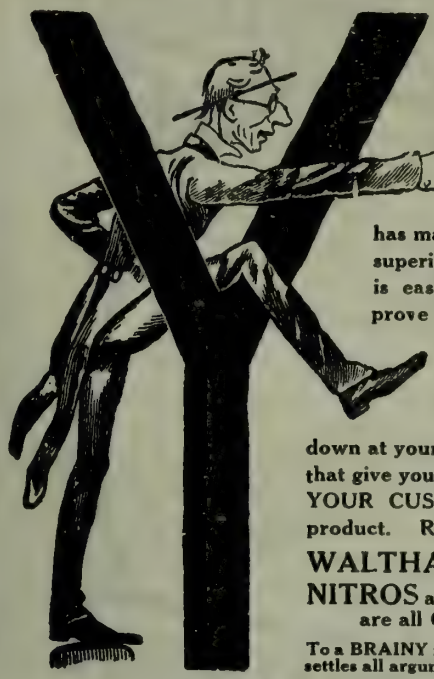
Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

Established 1802

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

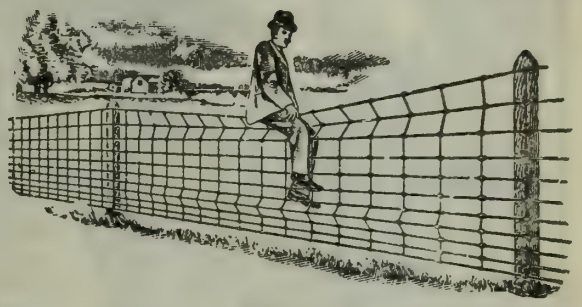
To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

Hammer the Fact Home



THAT THE

DILLON HINGE STAY FENCE

IS THE ONE

is the best fence for the hardwareman to sell, because it will withstand rain, wind, weather and snow. It has the greatest of all principles embodied in its construction—the hinge stay, which relieves all strain on the strand wires. The fence gives at the hinges only, and when any pressure is removed, the laterals spring back immediately into place—unharmed.

WRITE FOR OUR CATALOGUE

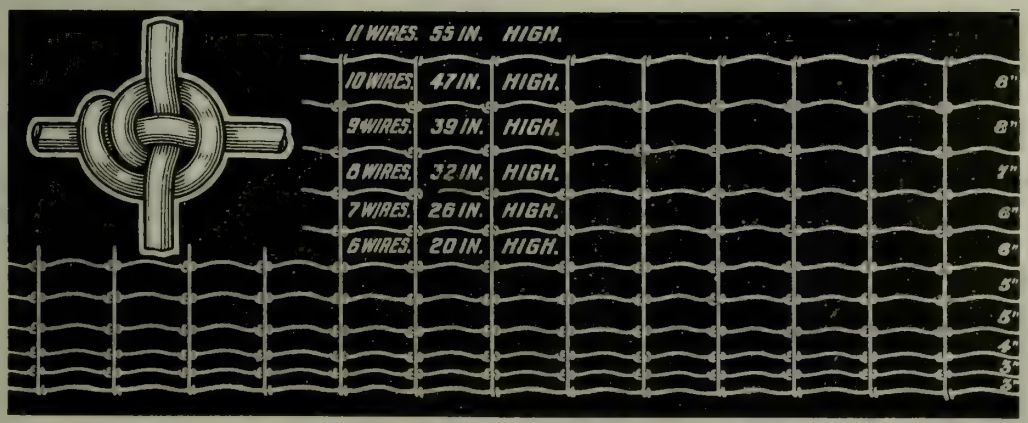
THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

THE STRONGEST AND BEST MADE FENCE

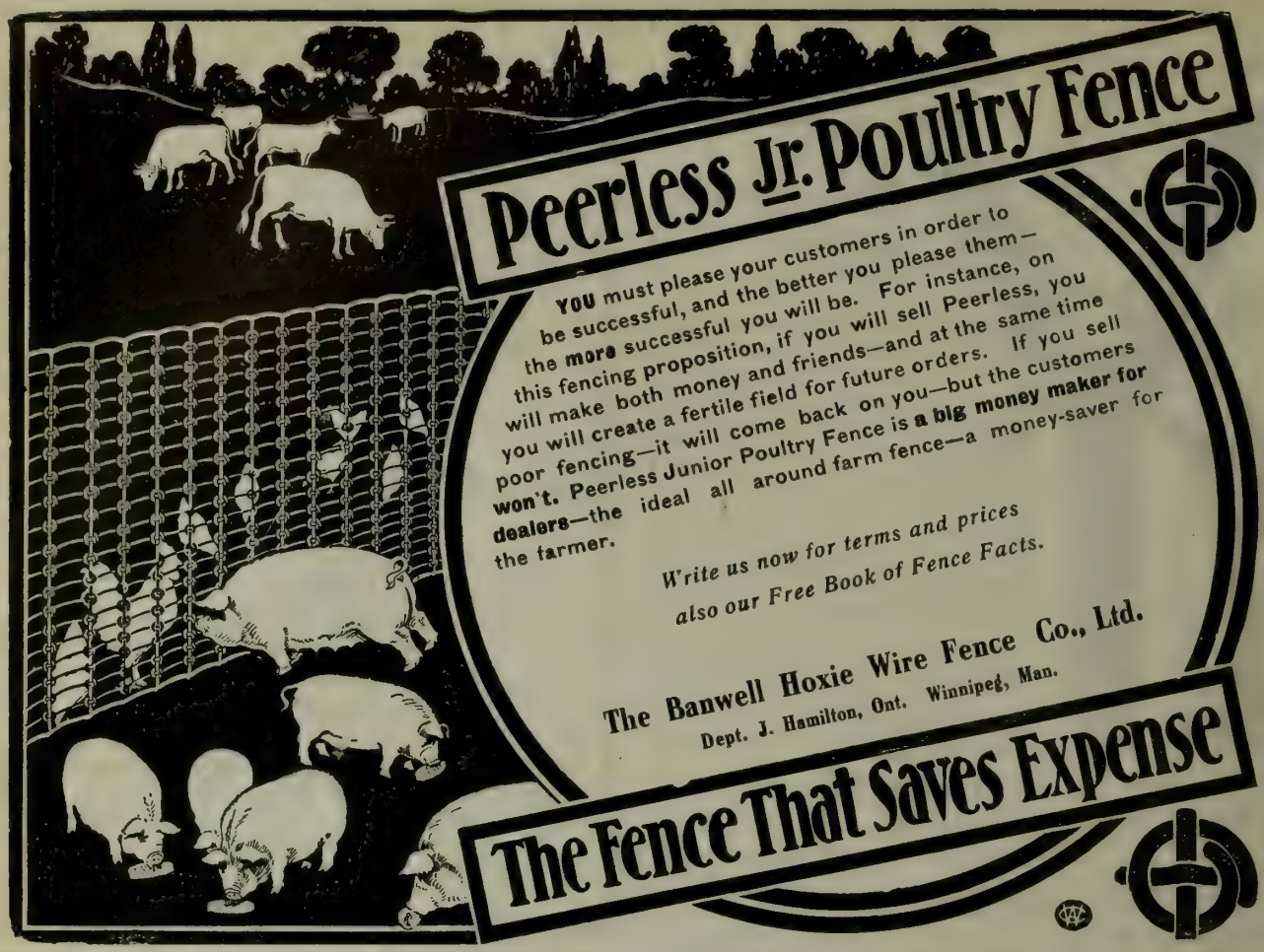
"DOMINION SPECIAL"



Don't buy before you enquire about our Fence. Catalogue and model sent on request.

We manufacture all kinds of wire and wire products. We solicit your enquiries and orders. Be sure and get "Dominion Goods."

Dominion Wire Manufacturing Co., Ltd., Montreal



Peerless Jr. Poultry Fence

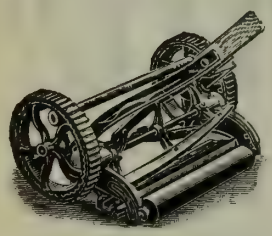
YOU must please your customers in order to be successful, and the better you please them—the **more** successful you will be. For instance, on this fencing proposition, if you will sell Peerless, you will make both money and friends—and at the same time you will create a fertile field for future orders. If you sell poor fencing—it will come back on you—but the customers **won't.** Peerless Junior Poultry Fence is **a big money maker for dealers**—the ideal all around farm fence—a money-saver for the farmer.

Write us now for terms and prices
also our Free Book of Fence Facts.

The Banwell Hoxie Wire Fence Co., Ltd.
Dept. J. Hamilton, Ont. Winnipeg, Man.

The Fence That Saves Expense

MAXWELL LAWN MOWERS



For smooth, easy running—for clean, close cutting—for long, satisfactory service—you can safely recommend and sell the Maxwell Lawn Mower.

Every part is made of first-class material—knives are of specially tempered steel. Write for prices to dealers.

DAVID MAXWELL & SONS, - - - ST. MARY'S, ONT.

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.



OTTO BERNZ
13th St., Newark, N. J.

NEW YORK ST. LOUIS

TRADE SECRETS IN MIXED METALS

No. 1. We may not be revealing one of them when we say a most important part of the mixture is brains.

No. 2. Owing to the nature of the business a buyer's best safeguard is to deal with an absolutely reliable house.

QUALITY, INTEGRITY and ENTERPRISE,
These are our foundation stones.

HOYT METAL COMPANY

72 Don Esplanade, Toronto

Largest Manufacture s of Mixed White Metals in the World.

BABBITT METALS, SOLDERS, TYPE METALS, CASTING METALS, SPECIAL ALLOYS

CHICAGO Write for descriptive catalog and prices. LONDON

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FRED. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Handy around any House, Store or Farm. Capacity 500 lbs.



Buster Brown

Children's Express Wagons

Successfully handled by the hardware trade throughout the Dominion.

Sizes: No. 1 (solid), No. 1 (spoke), No. 2 (spoke), No. 3 (spoke), with runner attachments.

Made in Canada

The Woodstock Wagon & Mfg. Co., Ltd.

WOODSTOCK, ONT. Makers of Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs

THE JAMES STEWART MFG. CO., Ltd., Winnipeg, Man.
Western Representatives

ESTABLISHED 1850.

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RIVETS,
ESCUTCHEON PINS,
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK
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PAGE WHITE FENCES **Get the Best.** Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.

THE PAGE WIRE FENCE CO., LIMITED Largest fence and gate manufacturers in Canada.

WALKERVILLE TORONTO MONTREAL ST. JOHN VANCOUVER VICTORIA 329



DIAMOND BRAND FITTINGS

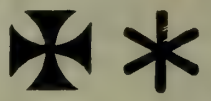
—No Faulty Threads—

They are uniform and flawless throughout. That's why they are so popular and the reason the trade is handling more and more of them every month.

Oshawa Steam & Gas Fittings Co
Limited
OSHAWA, - CANADA

RODGERS' Cutlery and Plate

NONE GENUINE unless bearing the TRADE MARK



James Hutton & Company
MONTREAL
Sole Agents for Canada

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

When in the market for

GLUES, GELATINES, SIZE, etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

TENTS

All sizes and styles, made of the highest grade duck, kept in stock, and made to order. Prices on application.

Awnings, Sails, Flags
Made on the Shortest Notice.

Thos. Sonne, Sr.
Phone M. 1161 193 Commissioners St., Montreal



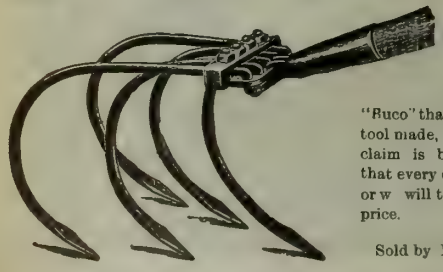
Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

The "BUCO" Garden Cultivator

Patented ***HANDLE 4½ FT. LONG***



We claim a person can do more weed killing and cultivating—the two essentials in growing things—with a "Buco" than with any other hand tool made, and do it easily. Our claim is backed by a guarantee that every one tried will prove it, or we will take it back and refund price.

Sold by Hardware Jobbers.

Manufactured only by
BAILEY-UNDERWOOD CO., LTD.
NEW GLASGOW, N.S.



Royal Metal Polishes

Lead the World.

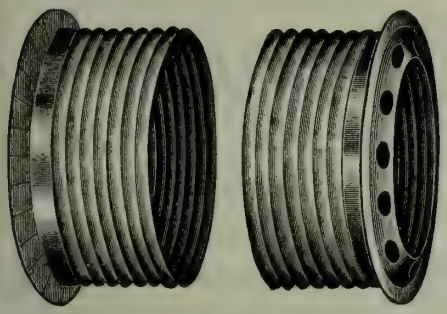
The undoubted merit of Royal Metal Polishes makes them absolutely the best proposition in this line.

Spring-time is cleaning-time. There is a big share of trade awaiting the dealer who goes after it with the right line. Samples free.

Royal Polishes Company, Montreal

AGENTS: Ottawa—General Supply Co., of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

O.K. Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

It Looks Small

But there are a hundred little services a "want ad." in Hardware and Metal can perform for you cheaper, quicker, more thoroughly and more satisfactorily than can be done in any other way.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of; it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

RATES (payable in advance)

2c. per word for 1st Insertion
1c. per word for subsequent insertion
5c. additional each insertion when box number is required.

Write or Phone Our Nearest Office

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG

Letters

J.E.R&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL



Our experts know the secret of heating iron. Our bars and bolts are chemically correct and of just the right consistency to make them the strongest sellers in the trade. There are no flaws—our iron is uniform through and through.

Write Us for Quotations

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.



Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

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NEW GLASGOW, N.S.

Manufacturers of

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OPEN HEARTH STEEL

The "Rollston Easy" Pulley

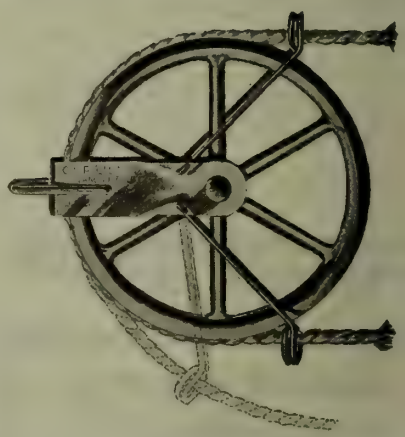
is the simplest, most quickly worked, convenient and satisfactory clothes line pulley on the market to-day.

ANY CHILD CAN OPERATE IT.

Some of its superior features are a large wheel, suspending link, adjustable guards, steel yoke, and the fact that it never gets out of order.

It's easy to Sell *Write for our Terms*

The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.



The Hygienic Coffee Percolator

Used for Tea as well as Coffee



comes in a variety of styles that please.

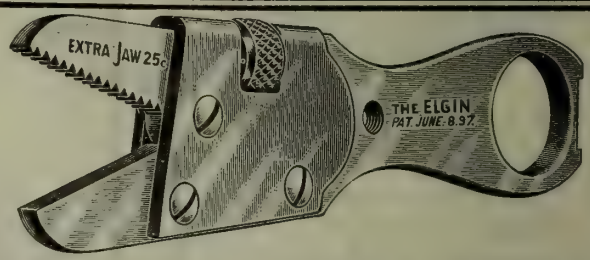
is a handy and useful article for the home.

These goods come in polished brass, nickel plate, polished copper and silver plate, and can be supplied either with or without tray. They are neat, artistic and handsome, and furnished with our New Monarch Regulating Lamp. There's a good profit for you in them, Mr. Dealer.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

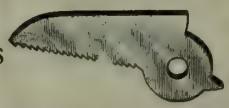
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The same Dealers are buying them over and over. **You would** if you bought once. We would like to see your trade built up on it. You will thank us later for being so insistent.

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NEW JAWS  will renew the wrench indefinitely

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3-16, 1-4, 5-16, 3-8, 7-16, 1-2 in. U. S. or Canadian Standard Pump Rod Dies 3-8, 7-16, 1-2 in.

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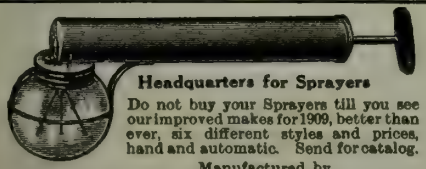
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
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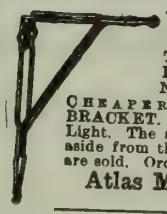
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Cut shows the "Hubbard" Patent.
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That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.
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Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co.
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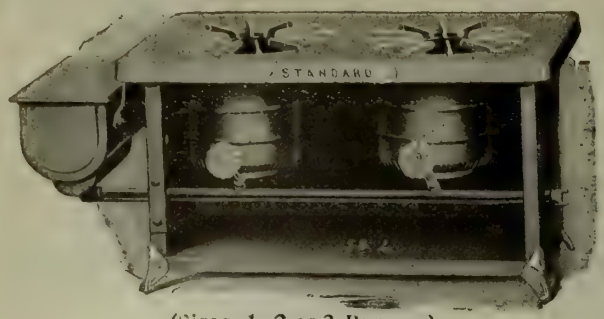
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My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
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"Examined and tested by the Underwriters, Laboratories and listed by the consulting Engineers of the National Board of Fire Underwriters."
The Simplest, Safest and Best for Gasolene.

We have also in stock

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Prices and Catalogue showing full line on application.



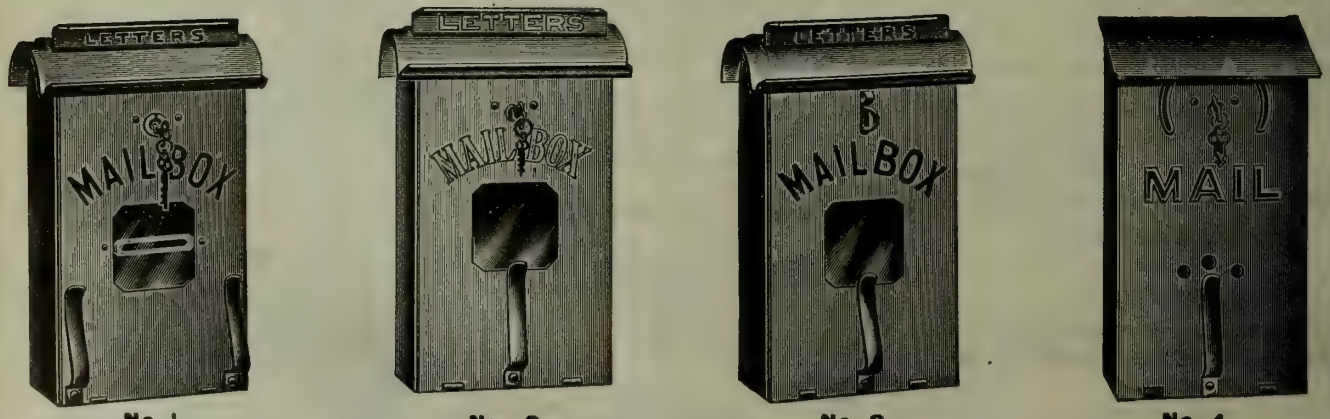
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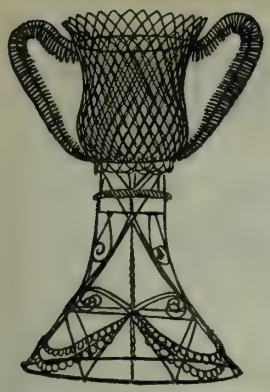
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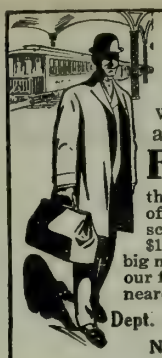
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the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from $1,000 to $10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip," Address our nearest office.

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DOUBLE-ACTION STROPPING MACHINE

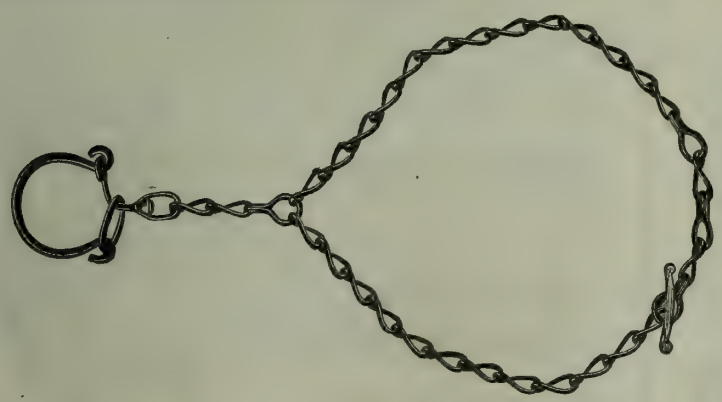
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The majority of men who do not shave themselves will testify it is because they cannot keep their razor sharp. This Double-Action Stropping Machine does away with any such difficulty and makes shaving a delight. No other Stropping Machine will sharpen both sides of the blade evenly and correctly.

Write for our free booklet "Some Pointers for Gentlemen Who Shave Themselves."

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Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

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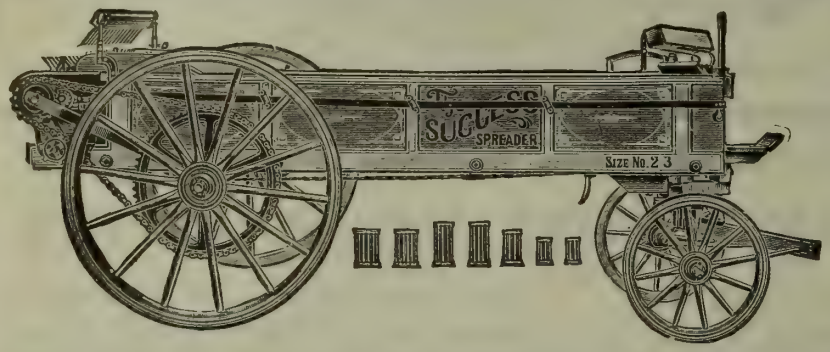
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We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every desoription
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

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A Requisite in Every Home

That is the reason all hardware dealers should push the sale of **"Shirreff"** and **"General"** choppers. They have self-sharpening, self-cleaning, non-rustable steel knives, and the chopper is made in four sizes. Strongly built, with capacious hoppers, they are perfect cutters and cannot get of order.

Prices and Discounts on request.

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BROCKVILLE - ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

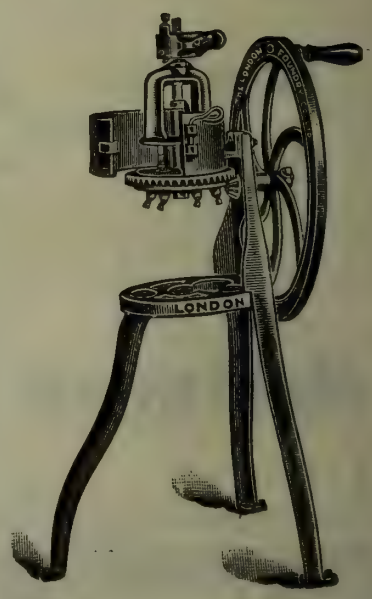
Small Hand

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These are Fall and Winter goods.

A sample kept in your store will sell many of them.



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"Brantford" ASPHALT "Roofing"

No Roofing Equal to This

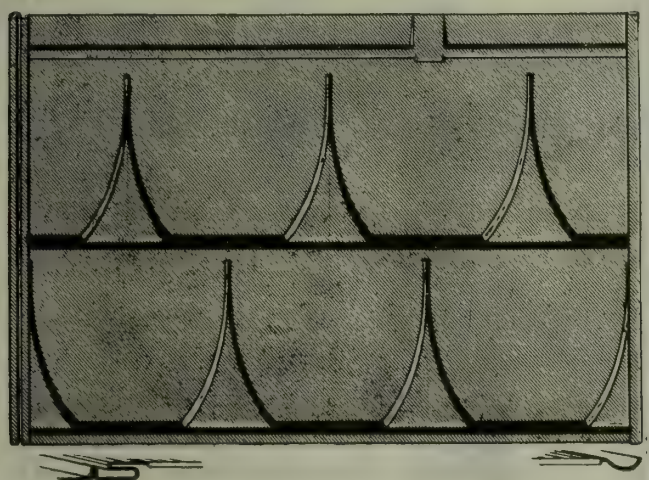
BASIS—An evenly condensed sheet of pure wool felt.
SATURATION—A very high grade of real Asphalt.
EXTRA COATING — A special waterproof preparation of our own, plus silica sand.

THE SAME ON BOTH SIDES

Brantford ASPHALT Roofing EXCELS in quality. Where EXTRA YEARS of service are desired, this is the line that it is safe to recommend

Brantford Roofing Co., Limited
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The "Crown"

PATENT LOCK ALL ROUND SHINGLE

The construction is simple, yet perfect, secure and strong. It will stand every test. There is no reason why you should handle anything but the best, the latest and the newest in roofing material. Free sample on request. Our price list for the asking.

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We are preparing a supplement to our catalogue, illustrating our new ceiling goods, including a complete new classification. Do you want one of the earliest copies? If so, drop us a card and we'll see that you get one.

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¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

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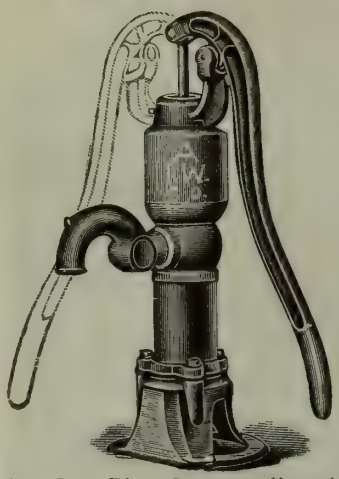
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Aylmer House Lift Pump



This pump is becoming more and more popular all the time. Plumbers and pump men are beginning to realize its value as an A 1 Cistern and House Pump—Brass Cylinder and Glass Seat --at a very moderate price.

We can supply all your wants in either **Pumps** or **Scales,** as we have a full line of each. Also Iron Pipe, Beaver Adjustable Dies, Pipe Tools, Drive Well Points, Extension and Step Ladders, etc.

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Things Seem To Be Very Good Again



and we have almost forgotten the crimp which was put in business lately.

McDougall Pumps will make you forget all your pump troubles and your customers will resign from the Anvil Chorus.

"Aremacdee" quality is a panacea for all Pump ills. Our catalogue— please ask for it.

The R. McDOUGALL CO.

Galt, Canada LIMITED



No. 5024
with Lamp Base
Attachment

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have many advantages; a necessity where first-class work is desired.
Their Ease of operation and simplicity are widely known.
We will send our prices.

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No. 35000

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It is nicely shaped, attractive and neat. A strong selling favorite. Two sizes—Dessert or Medium—and our guarantee goes with all our goods. Ask your jobber to see this line.



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The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

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A New Light in the Washing Machine World

Have you seen this wonderful little Water Motor? It's the cleverest thing in Water Motors ever devised. Will work perfectly on 25 lbs. pressure with free flow from ½ in. Water Pipe.

No other Motor will do it.



The VELOX Machine

embodies the latest ideas and the "last word" in interior const uction. In 25 years experience of Washing Machine building, we have never offered a machine so convenient, simple and perfect in its mechanical construction.



The MOTOR is Gearless, Direct Acting, Noiseless, Non-rusting, Self Oiling, Self Draining.

ALL BRASS

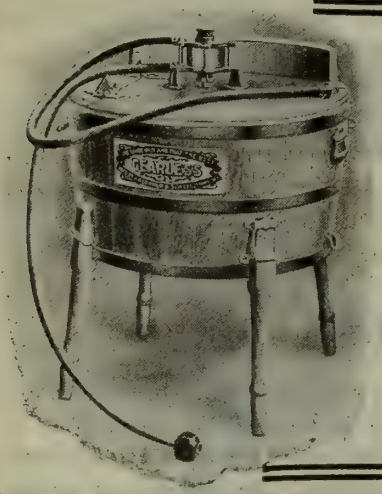
and has no cogs, racks, gears or cranks.

It's the Automatic Washer Par Excellence

Made Exclusively By

Agents: HARRY F. MOULDON, Winnipeg
W. L. HALDIMAND & SON, Montreal

The Dowswell Mfg. Co., Ltd., HAMILTON CANADA



CONNOR'S
GEARLESS WATER MOTOR WASHER

After testing all the leading water motors, we have adopted this one, as we have found that it will actually do the washing on a power that other motors will hardly turn the dolly without any clothes in the machine. Let us send you our catalogue and price list of our up-to-date line of Washers and Wringers.

J. H. Connor & Son, Ltd., Manufacturers, **Ottawa, Can.**

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"Neptune Unrivalled" Wire,

	Breaking Strain	Length per 100 lbs.
"NEPTUNE UNRIVALLED," 12½g.	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g.	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g.	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g.	720 lbs.	679 yds.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

When properly erected it will last a life-time without sagging in summer, or snapping in winter. Owing to the greater length per cwt. in this wire, you can save 60 per cent. as compared with ordinary wire, and get a better wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For particulars apply to Watson Jack & Company, Montreal

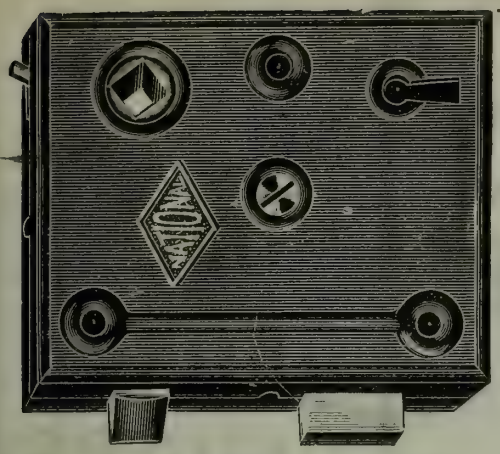


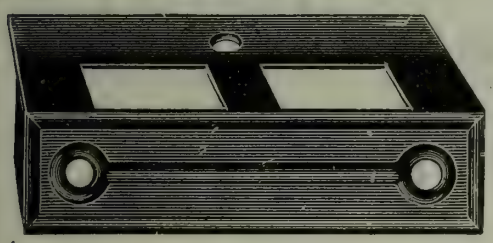
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King of the Field, the best hand planter made. Triumph, the cheapest good planter. Step Ladders. Curtain Stretchers. Folding Ironing Boards. Folding Clothes Bars.

Otterville Mfg. Co., Limited

OTTERVILLE - ONTARIO





The Lock that has a Steel Rim and is made in Canada.

Dominion No. 3,800

It is the strongest, safest and most dependable lock made.

Are you carrying it?

Do not handle anything but the best. It pays.

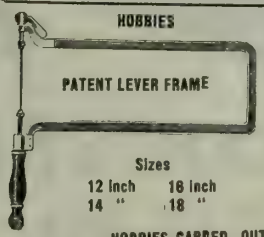
Write your Jobber for the National Brand

NATIONAL HARDWARE CO., LIMITED

ORILLIA ONTARIO CANADA

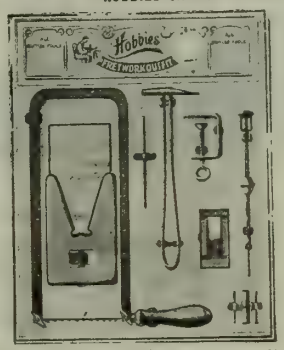
HOBBIES TOOLS are "ALL BRITISH"

HOBBIES LIMITED are the only manufacturers of Fretsaw Blades, Hand Frames and Fret-cutting Machines in the United Kingdom. Lists and terms will be sent on application.



Sizes
12 inch 16 inch
14 " 18 "

HOBBIES CARDED OUTFITS

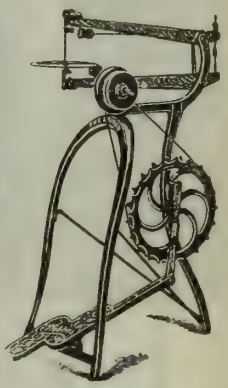


These Outfits are made in many sizes. All tools are attached by steel clips.



HOBBIES FRETSAWS

Nine sizes supplied.



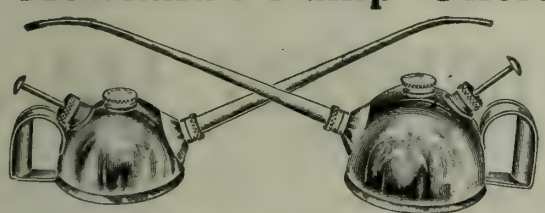
BRITON FRETSAW

This the cheapest Fret-cutting Machine in the world. Many other Fretsaws are manufactured by HOBBIES LIMITED.

HOBBIES LIMITED in response to numerous inquires have sent their representative, MR. C.R.BLOXAM, to Canada; he hopes to call upon the principal Ironmongers, Hardwaremen and Tool Merchants:— Letters may be addressed to him, c'o. The MacLean Pub. Co; Montreal, Eastern Town'p Bk. Bldg; Toronto, 10 Front St.E; Winnipeg, 511 Union Bk.Bldg.

HOBBIES LIMITED MANUFACTURERS, DEREHAM, ENGLAND.

Howland's Pump Oilers





For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U.S.A.

Imperial Standard Scales



Spring Balance Dairy Scale with ***Brass Front*** and ***Circular Dial.***

Capacity, ***1 oz. to 30 lbs. 2 oz. to 60 lbs.***

With Hook for hanging Pail on

A Brass Slide is attached to hook with each 10 lbs. marked on it. This slide pulls out as weight is added to hook. The intermediate weights are shown on the Circle by the Pointer.

The Dial has a loose Pointer and by means of the thumb screw on the end of axle the pointer may be set anywhere on the dial and the ***tare of the pail*** may be taken.

Manufactured by

The Burrow, Stewart & Milne Co., Ltd.

Hamilton, Ontario



AUTO LANTERN GLOBE

PATENTED

FITS ALL LANTERNS

NO MORE BROKEN GLOBES

CIRCULARS MAILED ON APPLICATION

3 in 1

CAN BE USED FOR

DASH LANTERN
SEARCH LIGHT
COLD BLAST

1-3 cost

SOLD BY ALL WHOLESALERS

Manufactured in Canada by **THE SCHULTZ MFG. CO., Ltd.** HAMILTON, CANADA

A. H. BRITTAIN & CO., Sales Agents, MONTREAL

The BOECKH BROS. COMPANY, Ltd.

TO THE TRADE

WE beg to announce having resumed the business formerly carried on by Boeckh Bros. & Co. at Toronto and Montreal, as manufacturers of Brushes, Brooms and Woodenware. This business is now under the same management as formerly carried on by Boeckh Bros. & Co., and the Trade are assured that personal attention and supervision will be given all orders entrusted to us.

Our Factories are equipped with the very latest improved machinery, and our goods are known from the Atlantic to the Pacific, and the well-known high quality of our manufactures will be rigidly maintained. We guarantee all our goods to be strictly as represented.

We take this opportunity of thanking you for your valued business in the past, and trusting to be favored with a continuance of same, we remain,

Yours very truly,

THE BOECKH BROS. COMPANY, LTD.

Toronto, May 1st, 1909.

BANNER TRADE MARK

Seasonable!

BANNER TRADE MARK

Why Not?

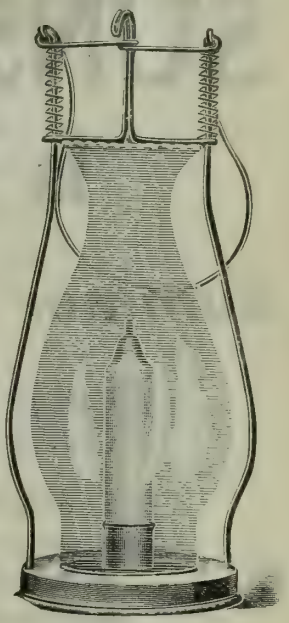


A very handy article to have for the **Summer Cottage, Tent** or **Boat-House.**

"ONTARIO" CANDLE LANTERNS

Are also useful around the house if needed in a hurry.

They are packed complete with candles and make a good 25c. line.



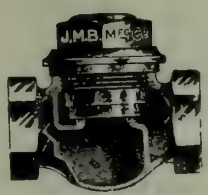
Ask Your Jobber

MANUFACTURED BY

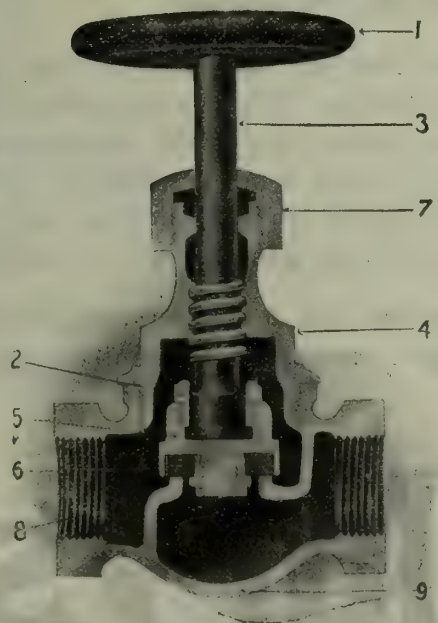
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ontario

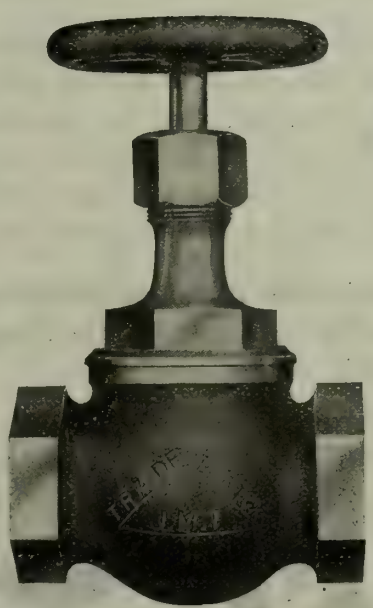
J.M.T. VALVES

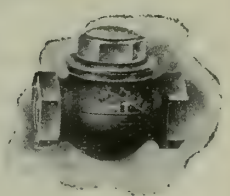
The Valve of QUALITY



J. M. T. Cushion Check Valve; a slow closing valve prevents "hammering."







J.M.T. Renewable Disc Check Valve.



J. M. T. Gate Valve, full weight, with stationary spindle.

J. M. T. Valves are made "Full Weight" for pressures to 150 pounds. also extra heavy for Marine Service and high pressure duty.



J.M.T. Angle Valve, made in various patterns.

The JAMES MORRISON BRASS MFG. CO., Limited, 93-97 Adelaide St. West TORONTO

Where SUNSHINE FURNACE is Improved for 1909

Summer Insurance. *The Gas Ring*

Owing to sweating and rusting the average furnace depreciates fifty per cent. in the summer months.

In order to make provision against this contingency Sunshine Furnace is equipped with a nickelled steam radiator and dome. All bolts and rivets are nickelled and all rods copper plated. This special treatment, besides meaning quicker and greater radiation from the radiator and dome than cold chill iron could possibly give, acts as protection for the bolts, rivets and rods from inroads of gas. When cast iron comes in contact with our nickelled steel it is coated with our special anti-rust treatment, which prevents the slightest possibility of rust commencing anywhere in Sunshine Furnace.

Then there is the semi-steel fire pot, another exclusive feature in Sunshine Furnace. This secures smoothest surface, greatest fire resisting power, minimum disintegration, and long life.

The Gas Ring. This is an entirely new idea, and will especially interest people who reside in natural gas districts. The gas ring takes the place of the lower Sunshine fire pot, thus making it possible to burn gas in the furnace without inconvenience. Such is not possible in a furnace where the ordinary gas log is inserted, for should the gas give out a coal or wood fire could not be started until gas pipes were disconnected.

With the new Sunshine special feature, not only will the sulphur in gas not affect radiation, but the change from gas to coal can be made on a second's notice.

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John Hamilton Calgary

It Don't Pay to Experiment

Your interests are best served when you stock the goods that are the outcome of many years' experience. The benefits that accompany the Gurney-Oxford line this year are decidedly in your favor, the results of which will be most gratifying to you from every standpoint.

The Gurney Foundry Company, Limited

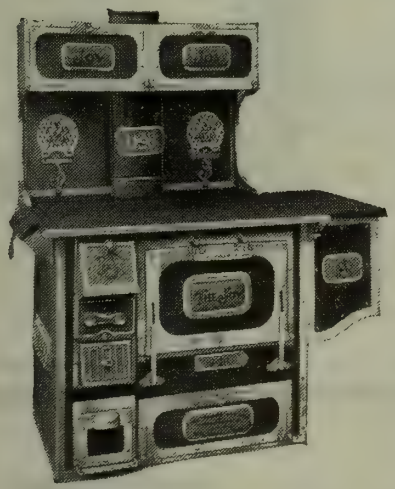
Toronto Montreal Hamilton

Winnipeg
Calgary

Vancouver
Edmonton

GURNEY-OXFORD

Will Not Warp, Crack, or Break



Three strong points in favor of

THE JOY MALLEABLE RANGE

Mr. Hardwareman—This is a real range that you can honestly recommend. You do not have to look the other way when asked, will it do this, that and the other thing. It will.

This range will run with less fuel, throw more heat, bake better, outwear and outclass any other on the market, and we know them all—every one of them—their features and defects

These sizes are ready:—**No. 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.** Shipping Warerooms in Toronto, Winnipeg and Vancouver.

The CANADIAN HEATING & VENTILATING CO.

LIMITED

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.



Royal Jewel R. Style E

"JEWEL"
STOVES and RANGES

IT WILL PAY YOU

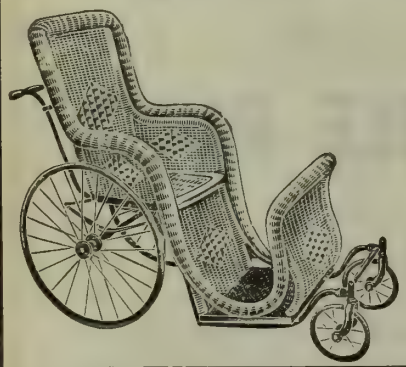
to get in touch with the makers of the Royal Jewel. It has more improvements, more real talking points than the ordinary steel range. Here are a few: Large, Square, One-Piece Steel Oven; Properly Proportioned Fire Box; Improved Duplex Grates that work; Hinged Front Key Plate for boiling; Large Flues —Easily Cleaned.

MADE BY

The Burrow, Stewart & Milne Co.
Limited

HAMILTON - - - - - - - - - - - - ONTARIO

Invalid Chairs—Made in Canada



With the advent of warmer weather the sick and afflicted should enjoy the fresh open air. We manufacture all lines of adjustable invalid chairs, rolling chairs, reclining rolling chairs, carrying chairs, etc., of the latest design and highest class of workmanship and material. You can handle these goods with profit. The cut on the left shows a Rolling Chair with body of the best reed and hardwood and seat of cane webb filling. The wheels and metal work are of the best steel and malleable iron. The cut on the right is one of our Reclining Chairs equipped with divided and independent leg rests and is one of the most popular on the market.

Send for our Catalogue "C."

The Gendron Mfg. Co., Limited
Toronto, - Canada





Stop the Leaks



The Standard Union now in use, can be re-washered and made as good as high priced ball faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

The JAMES ROBERTSON CO., Ltd., 144 William St., MONTREAL



Why Change?

This is the question that every ***Live Merchant*** asks, and the answer is: "You will be ***bettering your Customers' interests*** by supplying them with an indestructible nail that will take the place of the double supply of nails and discs, effect a ***Two-thirds Saving in Labor*** and make a much superior water-tight finished roof, as being pressed from one piece of wire, with heads carefully rounded and planished so as to afford a solid compact without injuring the frailest roof covering, and having ***absolutely no welded portions*** to corrode or loosen, makes it an article of superior merit."

Progressive Contractors and ***Roofers*** have realized these unique points and are now using them exclusively. ***Leading Wholesale Hardware Dealers*** always carry large stocks for immediate shipments.

United States Steel Products Export Co.
Montreal, Que.



KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

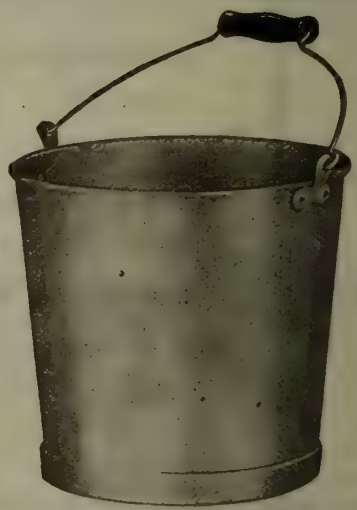
DOMINION
IMPROVED AND PROVED
AMMUNITION



KEMP'S

DAIRY PAILS

Write for Discount



Dairy Pails—Extra Heavy

No.		12	14	16
1X Plain	Per Doz.	$10.50	$12.50	$14.50
1XX Retinned with Malleable Ears	"	18.75	21.50	24.50
Bundle Lots, Dozen		1	1	1

XX Iron Clad Dairy Pails

No.	14	14
Pattern	Straight	Flaring
Per Doz.	$7.50	7.50
	1	1

KEMP MANUFACTURING CO.

Cor. Gerrard and River Sts.
TORONTO, CANADA

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Purpose and Method in the Selling Game

How Brewster Overcame an Early Handicap and Gained Promotion in the Firm—the "Old Man" Always Remembered His Lack of Interest in the Factory—Rounding up the Merchants of a Country Town.—Ben West in "System."

Brewster had come into the sales force via the stock room. As he sat watching the telegraph poles whiz by, with the train drawing nearer headquarters he had about made up his mind that this must be the reason why he was discriminated against. He mentally listed the men on the force who had outranked him in the push for promotion. As he checked them off one by one it seemed as though but a small number had come from inside the organization.

That was the difficulty then; only an outside man stood any chance. On this trip in, he planned to see the Old Man, state his case, and demand recognition or seek a new job. With all the instincts of a trained salesman he began arranging his data so as to make a correct approach. The most he had to guide him was hearsay. The only time the orbit of the Old Man touched the orbit of the business was on one of his customary visits through the house. These visits were usually unexpected—sometimes casual—sometimes thorough.

It was on one of these inspection tours that Brewster first saw the Old Man. It was in the stock room. An elderly, somewhat dapper, well-groomed gentleman quietly asked some casual question regarding the arrangement of the stock. He followed it up by others, each getting a little more pertinent and searching. Brewster—then a young man of seventeen—had replied to each one of the questions, "Don't know, I'm sure." With a somewhat kindly manner the visitor had shown him how to assort his stock in shorter time, then how to load it on the truck with less work and had gone on. Brewster had seen the Old Man several times since and had always been greeted with a friendly nod of recognition.

After thinking it over, Brewster decided to feel out the sales manager before he tackled the Old Man, though he knew the latter was really the court of last resort.

Talks to the Sales Manager.

"I want to be perfectly fair," Brewster was saying to the sales manager, "but it certainly does seem as though I was worth more money and a more important position. I have been with the company now nearly ten years, and have seen—without a murmur—men who I believe are no better, advanced in important positions. More than that, these men have, for the most part, been brought in from outside organizations and put over my head. It's a selling proposition, this disposition of one's services, and while I have not made any overtures to any of the other companies, yet I am satisfied that I could do better with another firm. Yet a kind of loyalty binds me to the old house that I have been with since a boy.

"Now I want your disinterested advice. You know the whole question and you know me. You have been sales manager of this company for eight of the ten years I have been with it and know my work intimately. Tell me freely and candidly what you advise."

The sales manager studied the calendar on his desk intently before replying. He was plainly weighing on his mind whether he would be justified in giving out confidential information. The circumstances certainly did seem to warrant it.

"Brewster," he said, "as one salesman speaking to another, my advice is to stick. Your sales record is not only above the average; better than that, it is a clean one. You are to be trusted. There is but one reason why you have not a better position. Here we all want to see you advanced; but there are overhead orders. You are held back by a notation, a few words penciled on the back of your employment card while you were yet in the stock room."

The sales manager turned to his cabinet and drew out Brewster's record card. This showed in concise summary the sales Brewster had made during the time he had been on the road—sales continually increasing in volume. The "percentage of collections" column also showed up well. "New business" was adequate. It was an excellent card on the whole. But on the back the Old Man's notation still remained, summarizing his interview with the young man in the stock room some ten years before. "Lacks interest. Didn't know answers to simple questions," the penciling ran.

An Early Handicap.

"Now, understand me as simply giving you facts," said the sales manager. "I am not going into the question of the right or wrong of such a handicap. Like all men who have built a business from nothing to millions, through the sheer force of their own personality, the Old Man firmly believes that every employe should have the same white hot intensity of purpose that he himself has. He tests out all men by their standard, early asking them some simple questions. If the employe then fails, he is used for the more ordinary work. The big things go to the man who is interested and enthusiastic in his work. That's the Old Man's hobby—he wants to get about him men who are strong with the same intensity of purpose that inspires him.

"Now, try the house for another year or two and put the same enthusiasm into the business as though it were your own; your opportunity should come. When it does, make the most of it. I believe that this will win for you—I am sure it will."

Brewster went back to his territory with the one idea—that of redeeming his past record. How to do it—how to make his sales of more value to the house than the mere orders turned in—was what puzzled him. He turned to the map of his territory and looked at each town. It did seem as though there should be ways of getting more business. Perhaps his lack of intensity—his negative method of getting business—had been at fault. He would try positive methods and see. But how — where to start—kept puzzling him. The man who really wants to, will find a way and for the first time in his road experience Brewster wanted — with intensity—to sell goods.

His first stop was Alden. The company had had a little business there—as he thought the situation over it had struck him that it had not been enough to pay him to make the town. There were five dealers that should handle his line, yet he had only one customer there. How should he get at the others? "If I had these men together—if I could get them to see what a line we really have—if I could only get it before them in proper shape—I believe I could sell four out of five of the bunch," he kept thinking.

The more he thought it over the more the idea grew on him. It was eleven o'clock when he got into Alden. He went to his regular hotel and looked up the proprietor.

"Frank," said he, "there are five men in town that ought to carry my line. You know them; they are all good friends of yours. Here is what I want you to do: call up this list of dealers on the 'phone and tell them that I want to meet each one of them here at lunch. Tell them that it is important—that I have an important message for each one of them—something that they cannot afford to miss."

"That looks like good business to me," said the hotel man. "I'll just do that and I'll have the chef fix you up something extra nice—make a little banquet of this." And he took the list of dealers and started to the 'phone booth.

In ten minutes the proprietor emerged from the booth, smiling. "Say, you've stirred up some excitement already. They are all coming except old man Higgins. Curiosity will probably get the better of him—he'll show up, all right."

Brewster's New Method.

That lunch at the Merchants' Hotel at Alden was an event. It was the first

time that five rival dealers in the city had sat down together in years. Each one accused the other of not daring to stay away; and even before they sat down together, a friendly footing was established. When dinner had reached the cigar stage, Brewster launched at once, heart and soul, into an enthusiastic description of what the house was doing for the coming season's trade. He spoke of the better quality of the goods secured by new processing methods, of the heavy advertising campaign that was being inaugurated, of the instructions being given the salesmen that they might act as expert sales counsel to their friends in the country.

Before he got through he found himself addressing his small audience in the convincing terms of a practised salesman who had found his field. The different conditions in which he found himself—the new surroundings under which he was laboring, incited him to his best. It was not all easy sailing, however, With the true instinct of buyers trained in long years of expert objection-making, objection after objection was hurled at him. As he answered these one by one, he still felt that he was not getting at the real reason why these men did not buy his line. Why, it was Opportunity itself that he was offering them. Finally he turned to Griggs—the department store man Griggs—who, if anyone, could tell him just how the land lay.

"Griggs," said he, "here is a little association of hard-headed business men. You men lose when you don't buy from my house—and you know it. What's the reason that your orders are placed somewhere else?"

Griggs turned in his chair with that uncertainty of movement which betrays the man who is not accustomed to speaking in company. "Well, Mr. Brewster, since you have asked me an out-and-out question, I will tell you. Your 'triple extra' line we handled for four years. Then one of my oldest customers went into the city for a visit and came back lugging a line of that stuff. Bought every bit of it, too, at a catalogue house there. You know what that means. I passed the word around among my friends here and you've practically been boycotted as far as this town is concerned, ever since."

His Opportunity Arrives.

Brewster thought rapidly—"So that is the reason why I have been practically shut out of this town. If I had only been a real salesman—and found this out years before, what a difference in trade it would have meant to the house." He was beginning to see what intensity of purpose would do.

Brewster answered diplomatically—half-sorrowfully. "I should think you would know our policy too well to have let that influence you. We sell only to dealers. Ninety-five per cent. of our sales are to country dealers like yourself. The other five per cent. of our sales is made to the city trade. But every catalogue house in the city sends out its 'pick-up wagons.' They buy the standard brands in extremely limited quantities, perhaps, in some cases, only to be able to say that they handle those lines. The customer of yours who bought any of our goods from a catalogue house bought them after we had sold them to some city dealer. They came to that customer via the pick-up wagon.

The effect of this information was electrical. One of the other dealers was on his feet immediately. "If that's the case—it's something that we have not thought of—and it puts the matter in an entirely different light. But now—" and then he, and in succession all the rest, came out with their real but hitherto unspoken objections. Explanations followed. Then when the flow of questions ceased, Griggs rose formally.

"As a vote of confidence in one of the oldest and best houses," he said, "I move we adjourn immediately to the sample room and voice our return to a good house, by filling a few order blanks."

The Promotion Followed.

Brewster was at the long distance 'phone. "I have an order from every dealer in Alden, and I want you to know just how I turned the trick. Didn't use a hackneyed method in the whole sale." He rapidly sketched the story of the dinner, the hidden objection and the final vote of confidence which his old customers had accorded him. Then he added: "This trade revival is exactly what I am going to do for every town in this territory. I've got a bunch of new schemes figured out for every town I have ever made. Where one plan won't work. I'll try another that will. We'll get the business from now on in this territory."

The sales manager heard him out, thanked him, then said significantly: "We are expecting a visit from the Old Man in a week or so. He likes to run over the correspondence to see how the boys are working. Suppose you write me this enthusiastic report covering the same facts that you have just told me. I'll see that your letters fall under the Old Man's eye.

"And incidentally, Brewster," the sales manager resumed, "our Western agency is going to need a district manager soon—one that has lots of ginger and new ideas. You can put two and two together, can't you?"

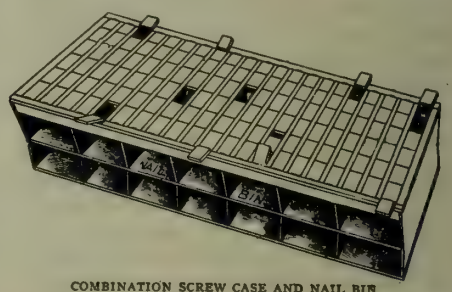
Brewster could—and did.

SCREW CASE AND NAIL BIN.

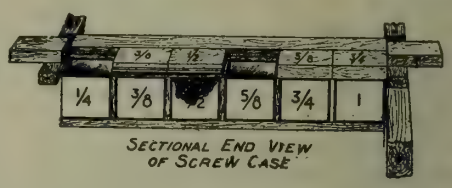
The screw case illustrated is unique, and, according to M. J. Shevlin, in whose store it is in use, it is extremely practical, saving much shelf room and making all sizes of screws instantly accessible. It occupies an inconspicuous position on top of the nail bins, which could not be used for display purposes to good advantage. The cost of making it is comparatively small—insignificant, in fact, when the time and labor it saves are taken into consideration. The size of this particular device is 7 feet long by 3 feet wide and 3½ feet high or thereabouts, but, of course, this will depend on how large your sales in screws are. In reducing the size of this box, it is preferable that you do so in the width rather than the length, taking, of course, into consideration the form of space you intend to reserve for it.

The nature of its function naturally calls for a little rough handling. Therefore see that it is built as solidly as possible and that it is furnished with fairly strong fittings. Of course two or three brackets can be made to take the place of the nail bins as a support, and for the sake of convenience the box should be placed shoulder high. A reference to the sketch will give a clearer idea of the complete arrangement of this screw cabinet.

Small orders for nails are supplied ready packed in pasteboard boxes, the loose stock being kept in the basement, clerks devoting their spare time to weighing out and filling these boxes in the weights liable to be called for. By this means the loose nail stock, usually



COMBINATION SCREW CASE AND NAIL BIN



somewhat of an eyesore in a well furnished hardware store, is removed from sight, and orders are filled quickly and with greater satisfaction to customers.

AGENCY AT SASKATOON.

The Enterprise Hardware Co., Saskatoon, have been appointed jobbing agents for that district for "Muresco" and other products of the Benjamin Moore Co., Toronto.

A hardware dealer says that when he makes a window display for the purpose of closing out a quantity of goods at a bargain he does not aim to make a careful display. For instance, if he were to offer a quantity of pocket knives at a low price he would dump a bushel of them in one pile in the middle of his window and stick up a card showing the price. This plan he has already tried and he says it sells more knives than an elaborately arranged display.

The Law About Revolver Sales

Present Law Provides Penalties for Selling Firearms to Persons Under Sixteen and Also for Selling Pistols or Air Guns Without Keeping Full Records of the Sales.

Little has been heard of the proposed anti-revolver legislation introduced in Parliament recently by E. N. Lewis, M. P. for Huron, and it now appears that the press of Government legislation will prevent the bill (No. 83) from being further considered this session. As the bill is likely to be re-introduced next year, however, it will be well for all hardwaremen to give the matter attention and place their views before their local M.P., so that when the matter comes up for discussion unwise legislation will not be enacted.

The recent conviction of a Toronto hardware merchant for selling firearms to a minor and the statements of other hardwaremen that they are not in the habit of keeping records of sales indicate that the present laws are not generally understood or enforced. Consequently the extracts from the Criminal Code reproduced below will be read with interest.

The Ontario Retail Hardware Association, through its executive committee, has expressed itself in favor of the enforcement of existing legislation, and opposed to the addition of any further clauses intended to prevent the sale of firearms and ammunition, properly regulated, in legitimate trade channels. Undoubtedly their sale in pawn shops and second-hand stores should be prohibited, but there is no reason for legislation intended to practically prohibit their sale.

Present Laws.

Section 119 of the Criminal Code now reads regarding the sale of firearms: "Every one is guilty of an offence and liable, on summary conviction, to a penalty not exceeding fifty dollars, who sells or gives any pistol or air gun, or any ammunition therefor, to a minor under the age of sixteen years, unless he establishes to the satisfaction of the justice before whom he is charged that he used reasonable diligence in endeavoring to ascertain the age of the minor before making such sale or gift, and that he had good reason to believe that such minor was not under the age of sixteen.

(2) "Everyone is guilty of an offence and liable, on summary conviction, to a penalty not exceeding twenty-five dollars, who sells any pistol or air gun without keeping a record of such sale, the date thereof, and the name of the purchaser and of the maker's name, or other mark by which such arm may be identified. 55-56 V., C. 29, S. 106."

The suggested bill, No. 83, attempts to provide further security, by adding a clause reading: "No revolver or pistol shall be sold to any person unless he produces to and leaves with the vendor a permit in writing from the chief of police or a police magistrate or justice of the peace allowing him to purchase a revolver or pistol."

The remainder of this proposed bill does not affect the dealer, but rather the person found carrying revolvers, pistols, sheath knives, bowie knives daggers, metal knuckles, etc., etc. It is only clause 3 of Section 119 which concerns the hardwareman.

Ottawa Dealers Interviwed.

Hardware and Metal's Ottawa correspondent has interviewed some of the hardwaremen in that city and they do not appear to be in harmony with the bill at all. There has been an impression that the other five items mentioned in the bill affected the dealer, but this is not the case. One dealer said that he did not handle firearms and would not care to, for if he sold a weapon to some one, boy or man, and they by accident or intent, caused death, he would feel partially guilty for having provided the means.

W. A. Rankin thought that the permit clause would be evaded by securing arms in the United States and that further, such a restriction would only tend to attract burglars and evil-inclined persons into the country, who would feel comparatively safe to pursue their unlawful practices knowing that very few of their intended victims would possess the means of defence. He stated further that the age limit might be increasso as to confine the sale to those who have reached the years of discretion.

Wm. Strachan stated that he did not think the bill would work at all and as far as he was concerned he contemplated getting rid of his present stock as soon as possible and refraining from handling them further. He said it was sometimes very hard to judge the age of a boy as some boys are of greater stature and older appearance than their years would indicate and in this way one could easily be deceived and thus subjected to the penalty of the law. As far as the new bill was concerned he did not consider it an impregnable safeguard by any means.

Major Currie's Views.

Major Currie, M.P. for North Simcoe, and a manufacturer of wire nails, etc., states that there is little prospect of the bill being reached this session, so that for the present those affected could rest content. However, it will be sure to come up next session and any opposition will require to be then made. The major thought that the law ought to be such that any householder could procure a revolver for his own protection, and in cases where people were unable to procure them owing to the cost, it would hardly be likely that any evil-minded person would bother their homes. Burglars knew well where to go, and those on the list should possess some means of defence. It was suggested to the major that it might be a good plan to have a clause in the bill relating to the sale of such arms by second-hand shops and such like, and in this he concurred. It is in these stores that purchases of firearms and other unlawful weapons can be made without such precautionary measures being observed and there should be legislation covering this in particular.

The Ottawa Retail Hardware Association is opposed to the bill and will cooperate with kindred associations throughout the country in bringing their objections forcibly to the front when the bill comes up for action next session.

TURPENTINE IN BRITISH COLUMBIA.

Experiments have been carried on for several years in a small plant at Vancouver with a view of obtaining turpentine from the resinous woods of British Columbia by an electrical process of distillation. Regarding this a correspondent writes that while only about two cords of wood or mill refuse have been treated daily, it is claimed that the results have been eminently satisfactory. The turpentine, after tests by chemists and painters, who have used the product both for inside and outside work, pronounce it to be equal to the turpentine distilled from the long-leaf pine of the south. From one cord of the resinous wood treated it is claimed that the tar, oil, rosin, pitch and charcoal (the by-products), more than pay the cost of the distillation of the turpentine, thereby making this process a valuable one.

It is claimed that from one cord of pitchy wood costing $5 there can be extracted chemically pure turpentine, tar oil, rosin, charcoal and pitch to the aggregate of $24.70, the present market value of these commodities, at an expense of $12, giving returns of $12.70 per cord.

The amounts of by-products said to be obtained from one cord of wood (amount of turpentine secured not being stated) are as follows: Rosin, 60 pounds; tar oil, 20 gallons; charcoal, 1,200 pounds. The oil is used for wood preservative, and is also manufactured into shingle stain. The charcoal, having been coked and cooled in a can out of contact with the air, is very valuable for making powder.

The resinous woods necessary are accessible in large quantities at cheap rates in Vancouver and vicinity. The plant has recently been increased to treat 40 cords of wood per day.

HARDWARE AND METAL

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RETAILERS GETTING ALARMED.

Retailers throughout Ontario are becoming keenly interested in the school book contract which has fallen into the hands of the T. Eaton Co.

It would be surprising indeed, were the retail merchants of this country to remain silent and inactive under the circumstances.

The fact that the T. Eaton Company have practically been given a monopoly of the school book trade of Ontario is, perhaps, of very little importance directly to the retailers, but when its far-reaching significance is taken into account it is a matter that should very much interest every one of them.

It is estimated that during the first year some 700,000 books will be required from the T. Eaton Company. This means that something like 700,000 children throughout Ontario will send to the Toronto departmental store for the necessary readers.

The significance of this should make every retailer sit up and think, and think seriously, for not only will it be books that the parents will send to the T. Eaton Company for, but with the catalogue of that firm in their possession they will naturally, when they have to send for books, purchase other things.

While this menacing state of affairs is, for the present, confined to Ontario, business men in other parts of Canada cannot afford to remain disinterested spectators.

The T. Eaton Company can print the same books for other provinces, the only condition being that they shall not charge a higher price than that in Ontario.

What does this mean? This and nothing else: if the Governments of the other provinces become possessed of the idea of getting books at less than cost, they may be led into the temptation of making a similar contract. The retail merchants all over the country would then find themselves in a similar position to that of their confreres in Ontario. It behooves them, therefore, to be on the alert.

It is not our intention for one moment to blame the Government of Ontario. Its first thought was no doubt to get cheap books for the school children throughout that province. But in its desire for this it doubtless overlooked the fact that it was giving a monopoly to an institution which has already done a great deal of damage to the retail trade throughout the country.

Before tenders were sought the Government experts no doubt ascertained the approximate cost of printing the books. They must have known, therefore, when the tenders were received that the figures of the T, Eaton Company were below the cost of production. Knowing this, it is unfortunate that they did not realize that the T. Eaton Company, not being a publishing house in the ordinary sense, must have had some ulterior motive in quoting the figures they did.

This ulterior motive is now obvious to everyone. As we pointed out in a previous issue, every book will bear the imprint of the T. Eaton Company and every book that goes out will probably carry advertising literature, not only regarding books, but merchandise in general. As far as the retail trade throughout the country is concerned, it is here that the heaviest blow is struck.

It is not yet too late for the Government to deprive the T. Eaton Company of this trade menacing evil. It has the power to have the imprint of the educational department put on the books and the books delivered to the educational department and through that department distributed among the purchasers.

Self-interest demands that the retail merchants of Ontario stir up both their local members in the Ontario Legislature and the local press, with a view to bringing about the necessary modifications in the contract.

FIRES DUE TO CARELESSNESS.

Out of about 11,000 fires in the United States last year twenty-three per cent. were caused by carelessness, and of this number more than one-half was attributed to carelessness with matches. He is a wise merchant who requires of his employes the utmost caution, with the object of minimizing the danger from fire. It is advisable to have a well-understood rule on this matter, and have notices posted up for the clerks and other employes to read.

SELLING NAILS AT COST.

Toronto builders' hardware firms have set a good example in deciding this week that they will discontinue the foolish policy of selling (or rather handling) nails as a leader in order to secure other business from probable customers.

In the past practically all these concerns have been losing money on their nail business, selling at cost and being out the expense of handling the heavy goods. The new arrangement, however, provides that the cutting shall cease and the reasonable price of $2.30 base with two per cent. off, be maintained.

Where one firm sells nails at cost as a leader and is followed by competitors all suffer a loss with no compensating gain. The loss, too, must be made up on other lines of goods.

Selling goods on this basis is not good salesmanship nor good business and the decision to discontinue the destructive warfare indicates sound reason on the part of the Toronto firms who have learned a lesson by bitter experience.

Hardwaremen in other towns and cities can profit by the Toronto example and dealers in places where nails white lead, or other leaders are sold at cost while a reasonable profit is secured on the same lines in other nearby towns, should ask themselves if they are not as intelligent and progressive business men as those who make every line of goods carry itself and show a margin of profit.

METAL ROOFING QUESTION AGAIN.

In Hardware and Metal of April 24, a letter written by the representative of a metal roofing company was published and commented upon, space being offered for the publication of any specific information supplied by readers in support of charges made by the writer of the letter referred to.

It is not the province of Hardware and Metal to investigate charges made by one concern against another competitor but rather to guard the interests of the trade by giving publicity to authentic statements submitted by reputable hardwaremen. An exception, however, was made in the present case and Hardware and Metal, both by letter and by personal calls on the firms mentioned in Mr. Ramsay's letter, endeavored to verify the charges he made. We desired to be absolutely fair and went out of our way in this instance to show beyond a doubt that we bore no ill-will towards any manufacturer.

Absolutely nothing beyond hearsay evidence, however, was procurable to verify the charges of selling to consumers at less than trade prices and Hardware and Metal, therefore, does

not give space to the unverified verbal statements of those interviewed. Unless definite instances are named, in future Hardware and Metal cannot pay attention to charges such as referred to. The publication of definite statements will help in correcting trade evils whereas attention paid to idle talk will prove injurious to the trade.

One of the Montreal dealers called upon, stated that he had heard that a certain metal roofing company was selling to consumers at cut prices and he had, in consequence, asked for and received a lower price from the manufacturer he does business with. The talk may have been all bluff but it had the result of causing one manufacturer to cut prices. The same game has been worked times without number by farmers beating down one hardwareman as a result of a story that the dealer down street had quoted a lower price. Retailers are criticized for giving in to such talk but apparently some manufacturers are equally susceptible to the bluffs made by price cutters.

Retailers and manufacturers alike should have more confidence in their competitors and where statements are made that lower prices are offered, an effort should be made to find out if the story is true or false. The dealer who is ever ready to believe ill of his competitor and accepts statements of bargain hunters without seeking to verify them is usually the one most responsible for unprofitable selling.

Conditions are far from satisfactory in the metal roofing business, but if hardware dealers make a canvass of their district for business and demand proof of any cut prices quoted, the result should soon be that the roofing business will be continued in the hands of those most competent to handle it—the hardware merchant and tinsmith.

CLEANLINESS IS VITAL.

Consumers of paints would hardly think of patronizing the hardware store with a dirty front entirely out of keeping with the cleanliness which is so intimate with the thought of paint. When a customer starts out to buy paints it is the thought of cleanliness that is in his mind and the sight of a dirty, ill-kept store would undoubtedly deter him from purchasing there.

Therefore, it is up to the hardwareman who features paints to keep his store clean. It should be clean and tidy anyway, but if he is pushing paints it should be even more so. Above all, he should practice what he preaches and see that his own store front has a neat coat of paint.

Begin with the store front. Put on a new coat. Go heavy with the window washer. Varnish the shelves or paint them white. Treat the counters the same. They are often forgotten, and are most important.

Varnish the floor of the window. Don't paint it. Paint looks cheap. The best make-up is hardware, but if you don't want to put that in, varnish what you have. But very few articles in the window also come under the head of neatness. Retint the walls and scrub the floor twice. If you've got wall paper on the walls, tear it off. A wall-papered store looks too much like home. Kalsomine it and see that the color harmonizes with the woodwork.

If you have glass cases, they should shine all the time. The tops of the show cases are good places for can displays. Not more than three or four cans should comprise one of these groups, and they should be small cans, preferably the specialties, like enamels and stains. But brush up, and at once, or else you are going to keep on losing those critical ones, those that only give you a look and then pass on.

A DEAD ISSUE.

Canadians are disposed to view with amused indifference the resolution passed at the Detroit convention recently asking the Government of the United States to at once open negotiations with Canada for a reciprocity treaty. Fifteen to twenty years ago their attitude would have been quite different. They would have hailed it with joy and have taken immediate steps to secure the concurrence of the home Government.

When in October, 1890, the McKinley tariff went into force in the United States, there were a good many in Canada who took a decidedly pessimistic view of the situation. They thought that Canada's future was blasted. It did, of course, for a time, look serious.

We had become impregnated with the idea that the development of our natural resources depended largely upon the good-will of the United States.

But the blow, instead of permanently injuring us, stirred up within us a degree of energy which we had not hitherto possessed.

Instead, therefore, of looking to the south for succor Canadians began to look across the Atlantic and not only to look, but to act. They began to realize, particularly in view of the commercial unfriendliness of the United States, that the British market offered a steadier and more attractive field for their enterprise.

The result of the development of this enterprise has not been by any means discouraging. Our total export trade when the McKinley Act went into force was less than $97,000,000. During the last fiscal year it amounted to over $280,000,000. The United States, in spite of the McKinley and subsequent hostile tariffs, now buys $73,000,000 more of products from us than they did in 1890.

But, of course, it has been with Great Britain that our largest increase has been. When the McKinley tariff went into force our exports to Great Britain only amounted to a little over $48,000,000. Last year they reached $134,488,000.

We do not court or desire any more McKinley tariffs, but that which bears the late President's name was by no means an unmixed evil. It did more than anything else up to that time to make Canadians realize their possibilities and inspire their nationhood.

The convention at Detroit showed two things. One was that the business men of the United States are repenting of their unkind commercial treatment of this country; and the other is that they are realizing the importance of the future of Canada and are disposed to do everything in their power to get a larger share of the trade which must necessarily be developed as the country grows.

But unfortunately for them, repentance comes rather late. The shoe is now on the other foot. Canada 20 years ago wanted reciprocity with the United States and wanted it bad. Now there is a growing desire in the United States for reciprocity with Canada, while in this country the matter is practically outside the range of practical politics.

It is a dead issue and the McKinley tariff was the cause of its death.

WHERE PERSONALITY COUNTS.

No class of men are keener for business than commercial travelers. In season and out of season, rough weather and mild weather, early in the morning and late at night, they are eager to do business and to take orders.

There are, unfortunately, exceptions to this rule. The other day a commercial traveler reached a certain town during a storm. As he did not like stormy weather he utilized the telephone in his efforts to get orders. He represented a firm that manufactured a line of goods in which there is a great deal of competition and did not get any orders. He did not deserve to get them. A lazy man never deserves success of any kind.

A telephone is useful in many ways, but is a poor order-getting medium. It eliminates personality, and personality counts for a great deal in salesmanship. It doesn't pay to be a "telephone" traveler.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

Montreal.

Spelter—Unchanged.
Copper—Slightly stronger.
Tin—Same quotations.

Toronto.

Tin—Now 32c.
Turpentine—Down 1c.

THE METAL SITUATION.

No improvement is to be noted in the primary markets. Tin has continued to decline, although the consumption in New York has been reported very good. Apparently there is more metal in sight than was anticipated at one time, and this has off-set in the English market the improved orders from New York. It is evident that the bull operators do not think the time yet ripe for operations. Copper has been a little stronger in the English market, and this has tended to firm New York quotations, but the home consumption is still as quiet as ever. Unfortunately, exports to Europe have now fallen off, and this, combined with the rate of consumption, is distinctly unfavorable to the future prospects of the metal. Spelter continues to advance steadily in the English market, and holds the best position of any metal. Consumption is good, and stocks are held in firm hands. The St. Louis market is also firm with an advancing tendency. Lead continues to decline, and with poor consumption and plenty of metal in sight the market is in a weak state. Cleveland warrants are now quoted at 47s 10d, an increase of 4d on last figures. Exportations of pig iron and finished steel have improved and the market conditions look very promising. The iron and steel situation in the States continues to improve. There has been much better buying of pig iron, and more inquiry, while the bookings in finished steel orders show stimulation. In fact, prices in some instances have increased.

MONTREAL.

May 7.—Trade has received splendid stimulation during the week, heavy lots going out on the various freight boats. Not only have the number of orders increased, but the individual bulk has improved. This does not mean that users are commencing to look any further ahead, but that their present requirements are increasing. Industrial activity has developed within the last few weeks, and the demand for metal has naturally been stimulated. May has undoubtedly opened out well, and judging from inquiries it should be a very fine month indeed. The arrival of the ocean steamers carrying spring consignments has made merchants very busy, and great quantities of ingots, galvanized sheets, etc., are being reshipped on the wharves to different parts of the country. All the metal seems to be contracted for, and the quantity moving shows the extent of the orders that were placed some time back. First hands are already expecting renewed orders, and in every direction a busy season is expected. If the primary markets were to show real stability, an exceptional time would be experienced, as stocks in jobbers' and users' hands are light, and the additional stimulation of buying ahead would make orders extremely heavy.

With the good trade the markets are naturally on the firm side. There is no change in tin despite the state of the English market, while copper is a little firmer. Spelter quotations are the same although the English prices are exceptionally firm. There has been a reduction of 20c in boiler plates and black sheets.

PIG IRON—Orders are increasing in pig iron, and it is evident that heavy consignments will come up the St. Lawrence this season. Users are already commencing to repeat orders although first lots in many cases have not yet been received. Boats will be coming in weekly now, and the demands should be easily met. Firmer prices characterize Canadian furnaces, and fair orders are swinging in. We quote imported pig, Clarence, $16.75 to $17; Middlesboro No. 3, $16.50 to $16.75; Summerlee No. 1, $18.75 to $19; No. 2, $18.25 to $18.50.

TIN—There has been a decided improvement in orders this week, and some heavy consignments have gone out by boat delivery. Users do not seem any more anxious to accumulate stock, but apparently their immediate requirements are heavier. Inquiries are active, and the market seems in good shape. Jobbing prices despite the weakness in the primary markets are maintained at 32½c. There is not much tin in sight locally, and the demand is, as we have said, very good. With stronger figures in London the market would be in very firm state.

COPPER—The jobbing quotation of 14c for ordinary size lots is maintained. The demand in common with the other metals has shown great improvement this week. Orders have not only increased in numbers, but in individual bulk as well. Inquiries are more numerous, and a healthy call seems springing up. The slight stiffening in the London and New York markets has tended to stop the shading that has been noticed for larger sized lots. The copper situation will always be uncertain, however, so long as the production exceeds the consumption as at present.

SPELTER—Exceedingly good orders have been received for spelter, and the metal is continuing to prove one of the best sellers. The market is firm and unchanged at $5.75. The London and St. Louis markets are very firm and higher prices seem probable.

LEAD—Orders have improved, the cut last week having apparently stimulated the demand. The market is unchanged at $3.65, Trail $3.55. The English market continues to decline, and the metal seems in bad shape altogether.

BOILER PLATES AND BLACK SHEETS—A 20c reduction is noted in boiler plates and black sheets, making plates $2.20 per 100 lbs.; heads $2.45; tank plates, $2.30; black sheets, 10, 12 and 13 gauge, $2.30, $2.30 and $2.20 respectively. Trade in these lines is fairly brisk, and the lower prices stimulate orders.

TORONTO.

May 7.—Continued strength is shown in the metal market this week, and unlike the condition prevailing for more than a year past, the recent weeks have shown that at last metals are on the up grade. The primaries have advanced the prices of all metals, but locally the quotations of this week are those prevailing a week ago. There is, however, a firmness about all metal lines which does not augur well for lower prices.

There is a better call for pig iron, and steel prices are advancing. The building trade is active both here in Ontario and in the west, and demand for structural beams and material generally is expected to be great this whole year. Trade experts are somewhat more cheerful when speaking of passing trade and say the prospects are highly encouraging. All metals have held the price advances they made during the past several weeks. Even lead is now making a better showing, and tin is holding its own.

PIG IRON—Canadian foundry is $19.50; No. 3 Middlesboro is $20, and Cleveland is $21.50. English advices note an advance in Middlesboro pig, but it is a slight one and Toronto metal men do not think it will affect quotations in this country.

TIN—This metal has become very firm during the week. While the price remains at 32c, there is a tendency toward higher quotations, especially as demand has become more free.

COPPER—Firm but quiet has been the copper market this week. There was one unusual circumstance connected with the red metal which speaks well for it, and it is the fact that it has held its price without any decline whatsoever. The local quotation is still 14c.

LEAD—Stronger and active with light stocks being carried about covers the lead situation at present. After the easy feeling and the decline in price of two weeks ago lead has recovered itself and is firming up steadily, if slowly. The local quotation is yet $3.65, but this figure is regarded as too low by men who handle large quantities of the white metal.

SPELTER—Very firm and active at unchanged prices is spelter just now. It is showing itself to be about the steadiest metal on the market, and of late has shown none of the fluctuations participated in by other metals.

SHEETS AND PLATES—Advices state that the first consignment of plates and sheets for Toronto and Western Ontario houses has reached Montreal. None of these, however, will be offered here before the middle of next week. In the meantime demand is still good for the stocks on hand at unchanged prices. It is expected that supplies being free this line will show a decline in price before another week goes by.

OLD MATERIALS—Prices are unchanged. With the impetus given to new metal lines all scrap metals show better in the turn over.

HARDWARE MARKETS

MONTREAL.

May 7—The unseasonable weather has continued to hold back trade somewhat, although in the aggregate good bulk is moving. The stimulation noticed in the bookings ahead some weeks back has not been maintained, and there is no doubt that the climatic conditions are responsible for this. The season for harvest tools seems a long way off when snow looks likely to fall at any moment. The last day or two has seen a great improvement in the weather, however, and with the roads in much better shape, trade is getting more brisk again. Reports from the Northwest are not laying too much stress upon the lateness of the seeding, but there is no doubt that business will have a brighter tone when all doubts as to the seeding are set at rest.

Most spring lines have been moving well, and repeat orders are coming in for hose, nozzles, couplings, lawn sprinklers, spades and spading forks. Builders' hardware is going well particularly in and around Montreal. Some prices have shown a little irregularity, yet on the whole they are firm. Refrigerators and ice cream freezers have felt the weather somewhat, but the last few days a decided improvement has been noticed. Miners' supplies are not very brisk, but fuse and powder have shown stimulation. Bolts continue firm, and wire is in good demand. There are no important changes annouced, and the markets generally are firm.

BUILDERS' HARDWARE—The demand in and around Montreal is brisk and while other parts of the country are not showing much improvement, the aggregate trade is very good. A little irregularity has been noticed in the markets, yet no important change in price has been announced. We continue to quote: Door sets and escutcheons, 50 and 10; escutcheon pins, steel, 50; brass, 55. Spring hinges, No. 20, $9 per gross.

SPRING LINES—Gardening utensils are moving well and repeat orders are coming in for hose, nozzles, lawn sprinklers, spading forks and spades. Lawn mowers are also in improved demand. Screen door trimmings, green wire cloth and poultry netting are moving steadily and well. We continue to quote: Screen doors, stained, $7.80; grained, $8.10; screen hinges, $9 a gross; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

HARVEST TOOLS—The cold weather has affected the bookings for harvest tools, and the call has been quiet. Warmer weather will improve things in this respect. There are no changes in prices, and we quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

MINERS' SUPPLIES—Business is steady although not so brisk as it was. There has been, however, a strong demade in fuse and powder. We continue to quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—The market continues very firm, the demand being good and improving. There is also a strong demand for nails at unchanged prices, the good building prospects encouraging dealers to stock up better. in prices, and we quote: discounts at carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—The building prospects are undoubtedly influencing the demand for screws, and good orders are coming in for assorted sizes. There is no change in prices, and we quote discounts at 85 and 10 off for flat head bright; 80 and 10 off for round head bright; 75 and 10 for flat head brass, and 70 and 10 for round head, brass.

WIRE—Orders are coming in well for wire products, and there is a decided improvement in the bulk moving. The markets are unchanged and firm and we quote: Barb wire, car lots and mixed, $2.65; small lots, $2.70; plain, twist, car lots, $2.95; small, $3; plain wire, $2.30 base; barb wire, $2.65 in straight and mixed car lots, and $2.70 in small lots. Galvanized wire No. 9, $2.35 in straight and mixed car lots, and $2.40 small lots, f.o.b. Montreal. Coiled spring fencing, $2.65, straight and mixed car lots, and $2.75 small lots.

BRIGHT WIRE GOODS—The demand is brisk, especially for screw eyes. There are no changes in prices and we quote: Gate hooks and eyes, and screw hooks at 60 and 20 per cent.; stove pipe eyes, screw eyes, and square hooks, 60 per cent. Wire hat and coat hooks, 40c a gross.

TORONTO.

May 7.—The hardware jobbing trade report excellent business being done. The shipping rooms are crowded with goods ready for delivery, and the expectation is that if the warm weather continues uninterruptedly for a few days trading will reach a new high water mark. One house reports the months of March and April as being the best they have had since starting in business, which certainly speaks well for the revival in the hardware trade.

Prices are unchanged. In fact there is a firmness in the market that was not so evident earlier in the year. Seasonable lines—spring goods, builders' hardware, nails and shelf goods are moving best, although fair trading is being done in nearly all lines. Prospectors' tools and outfits are again going out to the north country, and the older sections of the province are placing large orders for sporting goods.

There was a tendency toward lower values in wire nails across the border, and for car lots some concessions were made, but the firming up of manufactured steel lines in the eastern U. S. cities has offset to some extent this tendency before any effect could be felt in Canada. Undoubtedly but for this prices here in Ontario would have declined. With the better understanding among manufacturers, and the advance of the building trades there does not appear to be at present any likelihood of lower prices.

SPRING LINES—Demand continues active, and a spurt is expected now that the recent warm weather has given a first taste of summer. Lawn and verandah chairs are asked for frequently, but garden and farm goods are the leaders. Refrigerators and ice cream freezers since the opening of May, are moving more freely.

SPORTING GOODS—Baseball articles lead in the demand for sporting goods, though lacrosse lines, fishing outfits and guns and ammunition show great improvement over the past few weeks. Possibly more than ever before are hardwaremen handling this line, and evidently with good profit.

BUILDERS' HARDWARE—There is no let up at all in the demand for builders' hardware. The city trade is particularly good, though the large towns in Western Ontario are coming rapidly to the front. Locks, hinges, screws, door sets and things of that sort are more than active.

HEAVY GOODS—The tendency towards lower prices for wire nails has not materially altered the situation. With the great demand for all nail lines owing to the boom in building the present does not seem to be an opportune time to bring prices down. Prices have been cut for quantities in the U. S., but as yet no effect has been felt here. Bar iron is getting firmer and the demand for heavy building material is increasing.

LOW WIRE PRICES.

New York, May 6.—The Iron Age says: The reduction in the prices of wire, which came somewhat earlier and was more radical than expected, seems to have been made to clarify the situation. Prices had been drifting off for some weeks and had reached a point about midway between the old schedule and that now announced. It is intimated that it will not be in force long and that the course taken will be that pursued in the bar trade, where the low prices have been withdrawn, and in the plate and structural branches where a higher level of prices is being aimed at. Bookings are expanding in quantity and are sound in character.

The markets for finished iron and steel are firmer, but have not yet endured the test of any serious withdrawal of consumers, which may or may not come.

There has been further activity in the pig iron markets and a number of large interests have placed additional orders, these including agricultural implement makers, pump builders and general founders.

The long continued shutdown of the Niagara power plants has so cut down production of ferrosilicon that there is a sharp scarcity, and prices have advanced materially.

METAL NOTES.

The biggest month's output in the history of the Algoma Steel Co. was that for March.

The sheet steel and tin mills of the United States are fast increasing their production, 95 per cent. of the plants are now active in supplying canners with material.

The Carnegie Steel Co. this week advanced the price of merchant bars, steel plates and structural shapes $1 a ton. Some of the other U. S. steel companies have done likewise.

HARDWARE TRADE GOSSIP

Ontario.

The West Lorne Wagon Co. has increased its capital from $50,000 to $100,000.

The Delany and Pettit Sand Paper Co., Toronto, has increased its capital from $50,000 to $100,000.

The Lufkin Rule Company, of Canada, has begun work on the new 100 foot extension to their factory at Windsor.

W. J. Robinson, clerk with M. S. Madole, Napanee, is on a holiday trip to Edmonton and other western points.

Wm. Vokes, carriage builder, Toronto, intends to establish a carriage hardware business on Adelaide Street, Toronto.

W. H. Gerke, and J. L. Conover, of the Martin Senour Co., paint manufacturers, Montreal, were visitors in Toronto on Monday.

Miss Jennie Horne, the 22-year old daughter of Robert Horne, hardware merchant, Sudbury, died last week after an illness of considerable time.

W. G. Colville, northern Ontario traveling representative for Wood, Vallace & Co., Hamilton, is back again in his territory after a severe illness.

Dan Leary, long connected with A. W. Moore's hardware store, St. Catharines, has gone to Syracuse, N.Y., to take a position with a hardware firm there.

Marmaduke Wardlow and Son, of S. & C. Wardlow, proprietors of the Portobello Steel Works, Sheffield, Eng., were callers at the Toronto office of Hardware and Metal last Saturday.

Fire did considerable damage to George W. Ecclestone's hardware store at Bracebridge on May 6, the building being badly gutted. The stock was valued at $25,000 with insurance of $14,000. Mr. Ecclestone had left for California on May 5.

The Boeckh Bros. Company, Limited, Toronto, announce having resumed the business formerly carried on by Boeckh Bros. & Co. at Toronto and Montreal, and more recently as the United Factories, Limited, as manufacturers of brushes, brooms and woodenware. The business is now under the same management as formerly carried on by Boeckh Bros & Co., several years ago. The company will continue to manufacture brushes and brooms and will act as selling agents for Cane's Woodenware and other lines.

Quebec.

J. A. Paquin, of St. Eustache, Que., has been visiting Montreal.

Fred Leslie, of P. Leslie & Son, Alexandria, Ont., has been visiting Montreal hardware circles.

Among those who attended the funeral of John Watson, Montreal, on Saturday, was Godfrey S. Pelton.

A. C. Thompson, of North Sydney, N.S., stopped in Montreal for a few days on his return from a three months trip to California.

J. R. Kinghorn, of the Montreal Rolling Mills, has returned from a five weeks' visit to the Pacific Coast. There has been a very appreciable improvement in business, and everybody is optimistic.

J. R. McLeod, who formerly traveled for Wm. Stairs, Son & Morrow, Halifax, in Prince Edward Island, has joined the staff of Frothingham & Workman, Montreal, and will cover the island in their interests.

C. R. Bloxam, representing Hobbies of Dereham, England, the fretwork people, paid a visit to the Montreal office of Hardware and Metal. Mr. Bloxam is on his way west, and he is very satisfied with the business he has done so far.

M. D. Tillman, of the Honeywell Heating Specialty Co., Wabash, Ind., has suffered a bereavement in the death of his father, and has been away from Montreal attending the funeral at Wabash. Mr. Tillman hopes to be back in Montreal shortly.

Western Canada.

G. O. Edwards, Sedley, Sask., is succeded in the hardware business by Johnsten & Wheeler.

Gordon R. Howden has purchased the tinsmithing department of R. M. McKay's hardware store at Melita, Man.

Harry Gargett, of the Brandon Hardware Co., left that place last week for Vancouver, where he will reside in future.

Maritime Provinces.

O. C. Layton & Co., hardwaremen and stove dealers, Springhill, N.S. have dissolved.

A $100,000 fire at Halifax on May 6 destroyed several buildings including H. H. Fuller's hardware store.

D. Higginson and T. A. McKay, have formed a partnership to engage in the hardware business at Pictou, N.S.

The contract for rails for the first hundred miles of the G. T. P. east from Prince Rupert has been let to the Dominion Iron & Steel Company, laying will begin not later than August.

AN EXCELLENT OTTAWA HOTEL.

Walter Walby is still making improvments in the fine hotel he opened a couple of years ago in Ottawa, the Cecil. The large new wing was opened a few months ago, but many little things are being done to further improve the accommodation and the service. The Cecil Hotel caters particularly to commercial travelers and knows this class of patronage to be such as can appreciate A1 service and first-class accommodation. The cuisine has never been better, plenty of plain and fancy food, and variety. The rooms are now clean, fresh and modern in every respect. Running water; comfortable beds with the latest springs and mattresses; sanitary hardwood floors—these are a few features worth having for the sake of comfort. All in all, the Cecil Hotel strikes one as being about as modern an hotel as there is in Canada. The attractive commercial rate, and the courteous attention which travelin~ salesmen are accorded impress the knight of the grip most favorably. The majority of the salesmen going into Ottawa stop at the Cecil one time or another. After the first trip the Cecil is willing to take chances on the patron coming back.—Advt.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Gas Stove Ovens.—G. C. Wilson, M.P. P., Dundas, asks: "What is the duty on gas stove ovens. We formerly paid 25, but this year are asked to pay 30 per cent., and did not know of any change in duty."

Importers pay 25 on gas stoves and 30 on gas stove ovens, the ovens, as well as other parts of stoves, being dutiable at the same rate as the material of which they are manufactured. The ruling on this point was made on Dec. 20, 1907. —Editor.

Paper for Catalogues.—E. C. Ricard, Verner, Ont., asks where he can buy paper similar to that used in Hardware and Metal. He wants to have circulars printed.

The MacLean Publishing Co. takes the product of one paper mill, but any paper manufacturer can supply 45-lb. paper similar to the quality we use. Your local printer can secure it from his jobbing house. If there is a printer in your town have him do your work. Patronize him and expect him to patronize you. The MacLean Publishing Co. has a job printing department, but does not solicit work in competition with country newspapers.—Editor.

Dry Goods House Selling Hardware.—Christensen & Cove, MacLennan, Ont., write that a wholesale dry goods firm in Toronto catalogues hardware, supplying their book to dry goods firms, but refusing to send a copy to hardware concerns.

If a dry goods firm stocks hardware and maintains prices a hardware firm cannot do more than point out the unwisdom of forcing him to stock dry goods in competition. If the dry goods dealer uses his hardware as a leader for price-cutting the best policy for the hardwareman to adopt would be to use dry goods lines as leaders if the competitor will not listen to other arguments. No intelligent hardwareman will encourage a dry goods jobber who sells hardware to dry goods merchants, nor will he push the goods of manufacturers who sell through such channels.—Editor.

DEPARTMENT STORE CHANGE POSSIBLE.

There has been a persistent rumor circulated in Toronto of late to the effect that Marshall Field & Co., Chicago, were feeling their way towards establishing a branch of their house in Toronto. The most recent rumor coupled their name with The Robert Simpson Co. Interviewed by Hardware and Metal one of the officials of the Simpson Co. said the information was news to him and he did not think there was any foundation for the rumor.

Trade News From Atlantic to Pacific

Maritime Provinces

Montreal Firm Holds Social Gathering of Its Employes—Hardware Trade With the Bahama Islands.

MONTREAL.

May 5.—The Syracuse Smelting Works of Canada, William St., Montreal, is being wound up by order of Justice Davidson on the demand of Gaston T. Charlebois, with a claim of $225 on a promissory note. No statement of the assets of the company has yet been filed, and all the liabilities not made up, but it is stated that the liabilities will total about $50 000. The creditors include the Staveley Coal and Iron Company, Chesterfield, Eng.; McKinnon Dash and Metal Works, and the Structural Steel Company.

Although May is upon us very few retail merchants are showing essentially spring lines. Windows have not yet been given the brightening up effect that is usually associated with this time of the year. The James Walker Hardware Co. have been showing a good line of gardening utensils, but most dealers are still clinging to the assorted windows that are employed between seasons. As A. Ledger, of Lacroix & Ledger, pointed out, the weather is yet too cold for the spring demand. The consumer cannot associate gardening or housecleaning with snowstorms and furnaces. The demand is backward, and trade on the quiet side. Things in this respect should improve next week. Warmer weather will induce the merchants to give the customary spring appearance to their windows.

A splendid increase in customs collections in Montreal is reported for the month of April, showing a gain of over $300,000 compared with the same month last year. This constitutes a record for the period of the year. This increase is expected to be kept up as the heavier bulk attending the opening of the St. Lawrence River will be felt in a day or two. Manufacturers' agents representing Old Country hardware, etc., firms, report that much heavier exportations will take place this season owing to the developing of the demand and as probably the same will be the case in other industries, a good season seems in store for the custom authorities.

T. H. Newman, of Caverhill, Learmont & Co., has returned from the Bahama Islands, greatly benefitted in health by a three months sojourn there. It was with the greatest difficulty that Mr. Newman could be induced to leave his business in January, and it is unnecessary to say that although he enjoyed himself amid the beautiful scenery of the islands he is very glad to get back into harness again, although, as he explains, he is not yet himself, and must act with caution. Naturally Mr. Newman was interested in the hardware trade of the Bahamas, and he states that nearly all the hardware used in the islands is of American make, which is only to be expected considering that Florida lies so close. The total revenue of the islands is only $440,000 and taking this into consideration, and the long ocean route, there is clearly not much field for Canadian makers. Much of the revenue of the islands is derived from visitors, while sisal, a large quantity of which is raised, and sponges are the principal items of export. The population being composed chiefly of natives, the resources are not cultivated as they should be. Mr. Newman believes that in time the racial question there, as in the States, will be a grave one.

One of the many social evenings which have helped to make the long winter pass so pleasantly for the staff of Lariviere Incorporated, was held last week in the handsomely fitted up recreation rooms extending over the spacious premises on St. Lawrence Boulevard. An excellent programme had been provided starting with progressive euchre for valuable prizes given by Mr. Lariviere, and concluding with an excellent selection of music, songs and recitations—a selection that showed the firm possess artistic performers as well as capable employes—and to end all refreshments. There was a large attendance of employes with their wives relatives and friends, and no one could listen to the merry ring of the voices, and observe the happy expression on all faces, without acknowledging that Mr. Lariviere in his thoughtful care for his staff, has effaced that spirit of purely self-interest, which usually characterizes the relations between employe and employer, and induced a feeling of comradeship and good will that cannot but prove beneficial to all concerned. Mr. Lariviere seems to have solved the problem of how to make a staff happy and comfortable. He has provided reading rooms, with billiard table and library, and the staff have their own committee to look after the regulation of the club, and it is their delight to return on occasions Mr. Lariviere's hospitality, by inviting him to a social of their own. Lectures are also given in the reading rooms, so that the science of salesmanship is not overlooked.

The "Home Week" scheme for Montreal is going ahead steadily and well, and it looks as if the various arrangements would be carried through without a hitch. Hardware merchants, along with the other merchants of the city, are taking an interest in the project, for it is realized that such a celebration will bring trade with it. "Home Weeks" across the border are very popular, and the merchants combine to make the event a successful one. The Montreal subscription committee is now setting to work to solicit the necessary financial aid, and no doubt their efforts will be worthily supported, for the project will bring money into the city. The publicity committee are engaged on a plan of campaign to secure the greatest publicity at home and abroad.

F. J. A.

Ontario Trade News

New Hardware Industry at Hamilton—Ottawa Foundry Changes Hands—Kingston Hardware Merchant to Secure Good Appointment—Ridgetown Store Remodelled — Live Window Dressing at Guelph.

OTTAWA.

May 4.—A very fine catalogue of steel ceilings and side-walls has been issued by McFarlane & Douglas. The designs are artistic to a degree. This firm has also secured the contract for supplying fireproof windows, of which there will be between three and four hundred, for the G.T.P. elevator at Fort William.

The foundry of Butterworth & Co., Limited, erected in 1874, has been sold to Fleming Grate Bar Co., an organization composed of Ottawa men who will continue the foundry under the name of The Butterworth Foundry Co., for the manufacture of stoves, ranges and Fleming Grate Bars. For this purpose the factory will be enlarged. The Fleming Grate Bar people are applying to increase their capitalization from $40,000 to $89,000. The officers of the company are: H. W. Chamberlain,, president; A. F. Chamberlain, secretary-treasurer; Jas. A. Gardner and J. M. Fleming, directors.

The Fleming Grate Bar is a hollow bar which conducts the air from the front of the furnace and discharges it at 600 deg. Fahrenheit at the bridge wall where it meets the unconsumed carbon, and combustion is completed. These bars have been tested in several of the principal plants in Ottawa and Toronto and have saved in every case from 15 to 30 per cent. of the regular amount of fuel consumed. The bar also does away largely with smoke and is calculated to keep any place much within the limit of the smoke by-law.

Tenders for the stone work in connection with the new hotel and station have been called by the Grand Trunk Railway and it is confidently believed that actual operations will be begun within a couple of weeks.

The building permits for March this year were double March last year and the April figures show 101 permits issued, said to be the largest in any month in the city's history. This year

should give the plumbers a full complement of work.

The manufacturers' committee of the Central Canada Exhibition Association is directing particular attention to exhibits in the new process building which is expected to prove one of the best features of this year's fair.

The manufacturers at the Chaudiere are apparently taking "Progress" as their watchword from the activity which is observed daily in this district. Following the erection of a new and adequate power house by J. R. Booth, as well as other buildings for manufacturing purposes, the E. B. Eddy Co. are making a number of improvements and extensions to their already modern plants.

The Ottawa Hardware Co. have moved from Albert and Bank Street to 125 Bank Street, just half a block south. They moved in the quick time of a day and a half and were handicapped by rainy weather.

G. E. M. H.

KINGSTON.

May 4.—Archibald Strachan, Kingston's veteran hardware merchant, was this week honored by receiving the nomination, at the hands of the Liberal executive, for the position of collector of customs of this port, to fill the vacancy, caused by the superannuation of Clerk Hamilton. The names of several well-known Liberals were before the executive, but Mr. Strachan secured the highest vote and will, therefore, be the man for the position, and it is safe to say that no more popular appointment could be made. Born in Kingston, Mr. Strachan has been in his present hardware business for thirty years, and during all this time, has been identified with the life of the city, taking a keen interest in the city's welfare, and besides making a success of his business, found time to devote to public service. He is a member of the board of health, and public library board, in which he also served as chairman. He is a man popular with all classes.

The bell for the city hall has arrived. It was manufactured by the McShane Bell Co., Baltimore, weighs 2,000 pounds, 46 inches wide at the base. It is made of a composition of copper and tin, and cost $850.

Your correspondent was informed that thirty new dwellings are about to be constructed. Queen's University alone, will give employment to a great many men, in the erection of chemical and mineralogy buildings and an observatory. The three will cost $150,000.

House cleaning is the order of the day in all parts of the city, and the hardware men report good sales in the utensils necessary for this work.

F. G. B.

HAMILTON.

May 4—An industry which will be of much interest to the hardware trade, has just been secured by the city. It is the Hardware Supply Company, of Grand Rapids, Mich., which is establishing its Canadian branch here. The company has secured a plot of land 800 by 96 feet. The industry is the first fruit of the Greater Hamilton Association.

H. G. Wright, of the E. T. Wright Company, has returned from a trip to the south for the benefit of his health. He is very much improved.

The Hamilton Warehouse and Forwarding Company has been incorporated to carry on the business of a warehousing and general forwarding company. The capital is $75,000. The applicants for incorporation were: W. W. Stewart, W. P. Witton, H. L. Roberts, Thomas Patterson, W. J. Clark, H. L. Wilkinson and Arthur Hatch.

The Dowswell Manufacturing Company has undertaken the erection of a large addition to its plant.

The Oil and Gas Producers Limited, has been incorporated with headquarters in Hamilton. It is capitalized at $1,000,000 and the directors are: R. L. McIntyre and J. M. Sinclair of Toronto; G. G. Carscallen and E. D. Cahill of this city; W. G. Ryan of Chatham.

BRANTFORD.

May 4. — Taylor & Taylor, architects, are asking for tenders for the new Sanderson-Harold Co. factory plant at Paris. There will be a main building, 300 x 62, two storeys, a boiler and engine room 40 x 60, and dry kiln and warehouse.

Hardware merchants here will be considerably affected by the new insurance rates which have come into force this week. All local representatives of the tariff companies have been notified of the change, which gives a discount of 10 per cent. off the old rate.

A new building by-law will be drawn up by the buildings and grounds committee. It will include the extension of the fire limits, in order that the removal of frame houses in the city may be stopped, and will improve the regulations re concrete construction.

On Monday last Brantford free-holders voted for a new collegiate to cost $95,000 with all modern improvements.

A. W.

CHATHAM.

Shrewd hardwaremen are making a practice of displaying small articles prominently with accompanying price tags. This practice of keeping goods well to the fore is good salesmanship. The man who comes to purchase just one thing is frequently led, by merely seeing another article on display, to buy that too. Of course, the lines in display could be changed frequently, and seasonable stuff should be kept to the front. Judicious display, by means of a counter inside the store, is a good way of unloading surplus stock, or stuff which seems slow in moving out.

Attractive show cards help quite a bit to move out stuff too large for display. Frankly, the hand-made show card, even though it be a bit inartistic, seems more effective at times than the lithograph. "Have you bought your garden tools?" or "Prepared and Metallic Roofings are Fireproof," are among the timely reminders. The hand-made sign seems to inspire confidence; just as a facsimile typewritten letter is a better business getter than a printed circular.

Mitchell Bros., the new plumbing firm, are making considerable use of newspaper "locals" in their campaign for public patronage. They also put on an attractive display at their shop, 179 King St., the hanging electric lights with their many different syles of shades making an exceptionally attractive night effect. The firm has secured one big contract, for the installing of the steam heating system, electric wiring and plumbing in the addition now being made to the Ursuline College here. A contract has also been secured for hot water heating, plumbing and gas fitting in Perry Dolsen's new brick residence in Raleigh.

Dealers have sold large quantities of fencing this spring. The old rail and board fences once so common throughout the country are fast disappearing.

W. H. Goodhue of Ridgetown has completed the remodeling of his hardware store. In addition to the old Beattie premises he has also secured the store next door. The large closed windows at the front make beautiful show windows. The shelving has been extended to the ceiling, ladders having been added for the clerks. The two stores have been joined by archways, and a handsome office has been fitted up off the west store. The tinsmithing department is in the rear. The new premises are to be known as the Red Front Hardwae Store.

How many hardwaremen are there who realize that in the farmer they have not only a customer for implements and building materials, but a man who will appreciate modern plumbing and heating systems. The standard of living throughout the country is going up, and farmers everywhere are building better houses. Hardwaremen and plumbers might find it profitable to go a little out of their way to emphasize the fact that the comfort of a home lies largely in its conveniences. Incidentally, they will probably do something toward solving the question of how to keep the young men on the farm.

There was a record-breaking meeting of the Retail Merchants' Association this evening to hear D. A. Scroggie, secretary and official debt collector for the Guelph association, discuss the collection system in vogue among the merchants in that city.

Mr. Scroggie went into the subject in considerable detail, and was listened to with keen interest. His description of the Guelph system was quite a revelation to most of the merchants present, and will doubtless do much toward solving the difficulties with which the movers for a debt collecting system here have had to contend.

Following the address, a lengthy discussion took place, Mr. Scroggie being called on to answer quite a number of

questions with reference to the system. It was pointed out that even though a merchant did not have anything to collect, the protection afforded him by the system was worth the fee involved. The list of amounts collected for various Guelph merchants, and that from accounts in many cases written off as utterly bad, proved very convincing.

At the conclusion of the discussion, the executive was authorized to take up the matter with a view to working out a feasible system for Chatham on the same general lines as are in vogue in Guelph, with power to add to its numbers so as to make it a committee representative of all classes and localities of merchants. The point was raised during the discussion that the system would not touch country debtors, but solely those in the city, a point affecting hardwaremen probably more than any other class. A hearty vote of thanks was tendered Mr. Scroggie.

It is hoped that the committee will have a report ready in time for the regular merchants' meeting on Tuesday, May 11. The hardwaremen were well represented at this evening's gathering.

W. E. P.

LONDON.

May 4.—Work on the newly chartered North-Western Railway, an electric line from London to Sarnia, will commence shortly and be hurried through to completion. Several large financial concerns are interested in the undertaking, so that the matter of financing it will not be difficult.

The president of the Board of Trade is endeavoring to secure the removal to London of the Peabody Pant and Overall Company, of Windsor, an important concern, and has hopes of landing it.

The demand for gas ranges is greater this season than ever before, one large firm being unusually busy just now turning them out. The use of wood for cooking in summer is becoming less every year.

One innovation in McClary's foundry this year will be the establishment of a rest and test room, a nice little cozy corner away from the noise of machinery, where visitors can sit and see either a gas or cook stove in full operation, and discuss the merits of McClary's make to their heart's content.

F. T. Y.

GUELPH.

May 4—The hardwaremen of this city generally have a very good run on garden tools of all kinds at about this time of the year, as the Horticultural Society have been very successful in encouraging the citizens, by means of various garden and lawn competitions, to take a great interest in the beautifying of their home surroundings. When the local papers are coming out with accounts of Horticultural Society's rules and prize lists, the wide awake Guelph hardware man generally gets at least one of his windows well dressed with the accessories to gardening. This season, being backward, however, has interfered to some extent with the usual good sale of this line, and most of them have been pushing their house cleaning goods. Some very attractive windows have been seen dressed entirely with such articles as brushes and brooms, wash tubs, scrubbing brushes, feather dusters, mops, pails and woodenware of all kinds, suggesting to the lady shoppers things that they are just now, at house cleaning time, beginning to need very badly. McMillan Bros., Bond's and Penfold's have all had exceptionally good windows dressed with articles of this kind.

George Busselle, who has for 36 years been with the Bond Hardware Company has, on account of poor health, severed his connection with that firm and will leave in the course of a week or two for the West. His place will be taken by Norman Philip, who it is expected will fill the important position in a capable manner as he has had a good hardware experience, having travelled for some time for the hardware department.

G. A. Richardson the Upper Wyndham street hardware dealer, has two very attractive windows this week, one is dressed with baseball goods, and the other with fishing tackle entirely. The fishing tackle window is particularly good. It presents a pretty sight for any angler. In the display there are several fine Bristol steel rods.

H. Occomore recently had a fine gas stove window. He had a splendid gas range set up—hood and all, and besides worked in to very good advantage a small gas stove or two and a gas grate. Mr. Occomore, however, seems to be a graniteware specialist; he has just been enjoying another good run in this line.

"Wood's Fair," a novelty store that has dabbled a good deal in some lines of hardware, has been closed up and a sign on the door states that the stock, fixtures and goodwill of the business are for sale.

Penfold Bros., have a good window dressed altogether with roofing material this week.

George Penfold, has refused definitely, to run for a vacant seat at the city council board that an election will be held for shortly. He tells the many people who have been asking him to run, that he believes the conscientious efforts of an honest alderman are not appreciated and he can far better afford to be out of the council than in it.

H. S. N.

PETERBORO.

May 3.—Work was commenced on the new All Saints church this week. It will cost $25,000 and will be completed this year.

David Forsyth, of Douro township, is drilling an oil well on his farm. He procured the necessary machinery some time ago after discovering oil while digging a well. He has received several large offers for his property but has declined. The quality of the coal oil found is stated to be very good.

The Colonial Weaving Co. have announced that they will likely build a new factory this year.

The city has decided to construct six miles of granolithic walks this summer.

The ratepayers of Peterboro will be asked to vote on June 1st, on a by-law which the council is presenting to receive their sanction to an agreement with the Purity Ware Co., whereby the company proposes to locate in this city. It is a Canadian company but is backed by a strong American concern. They propose to manufacture all kinds of enamel ware, galvanized iron ware and range galvanized boilers. The factory will be 200 feet by 300 feet with the front part two stories high. In commencing they will employ 100 hands and after a time any number between that and 500. The American company manufacturing a similar line of goods is located in Brooklyn, N.Y., and has an excellent rating in Dun's. A marked cheque for $250 has been given the council if they do not go on with the work if the people support the by-law. W. C. McFarland and G. Noble, of Toronto, were present at the meeting in the company's interests before the council passed the by-law. The aldermen state that they are well satisfied with the terms of the agreement. The site has been decided upon and the company states that the work will be proceeded with this summer. Ald. Gillespie, who as chairman of the Manufacturers Committee, has had the brunt of the work in preparing the agreement and negotiating with the company, states that he is confident the factory will be built and will make a strong addition to Peterboro's industrial interests. A market has already been established in Canada for the American company's goods and a large portion of the export trade will be looked after by the Peterboro factory. The goods are all kinds of kitchen and other utensils made from enamel and galvanized iron. The employes will be skilled and will demand good wages. The New York factory was visited by members of the city council who are more enthusiastic than ever over securing this industry for Peterboro.

H. T.

The Prairie Provinces

Many New Buildings Being Erected in Saskatchewan Towns—Hardwareman Receives Black Hand Letter.

SASKATOON.

May 1.—Prospects for a good building season are of the brightest, there being a long list of all classes of buildings in sight. The continued frosty weather has retarded operations, although a start has been made on a good many sites. The building permits for April amount to $147,100, the total for this year so far being $180,000. During May the amount will be much larger, as there are two banks, a public school and a col-

legiate institute on the list for which no permit has yet been taken out.

Hardwaremen who consider this an opportune time to push the sale of carpenters' tools are making a special display of this line now. In the Clinkskill store a very attractive window is to be seen. There are carpenters' tools of every description, from a nail punch to a Disston's saw. In the centre of the window is a model house showing the class of workmanship which the tools are capable of doing. Other goods being pushed at this time are blacksmiths' supplies and painters' requirements.

The plans for the Saskatoon branch of the Bank of Montreal are now here and excavating has begun on the site on Second Avenue.

The Winnipeg Oil Co.'s warehouse and contents were totally destroyed by fire on Tuesday. The stock of oils and grease in the building at the time is valued at $6,003.68, and the building itself, which is a small one, at $1,175.12.

The Public School Board have decided to instal the very best plumbing, heating and ventilating systems in the new school, which are procurable.

A new school is being built at Venn, on the G.T.P.

The Saskatoon Concrete Co. have the contract for the erection of a school house at Lake Patience.

Henschel & Co., of Rosthern, will erect a new store to replace the one recently burned down.

A blackhand letter has been received by H. K. Wiebe, a Rosthern hardware merchant, to the effect that his store will be burned down in the same way as Henschel & Co.'s was destroyed a week ago.

R. J. Clare, of Warman, has had a new warehouse built. His former warehouse has been fitted up as a store.

An express service has been started between Saskatoon and the new town of Zealindia, on the southwest branch of the C.N.R. line and intermediate points.

D. G. R.

British Columbia.

VANCOUVER.

May 1.—General conditions are encouraging, and the prospects are that the good trade done by the hardwaremen will continue. There is a marked activity in the logging industry, with camps starting up on different parts of the coast, and this feature is also noticeable in the interior, where the spring drive of logs is taking place. Another good point is the announcement that the Kosmos liners are to call regularly at this port, while the Jebsen line, operating to Mexico, is to be put on a quicker service, All this increase in business means improved conditions for all concerned in the various lines of trade.

Arrangements have been completed for the erection here of a two-kettle plant by the Pacific Coast Gypsum Company, of Seattle. This concern has its bunkers at Gypsum, Alaska, and an additional plant at Tacoma. By establishing here, a saving will be effected in duty, and to meet requirements a subsidiary company will be formed, and the raw material brought from Alaska in ships registered in this country.

W. A. Wood, of the Wood, Vallance Hardware Company, of Vancouver, Nelson, Winnipeg and Hamilton, who was on the coast, states that business throughout the country is steadily improving and that commercial men were expressing most optimistic opinions as to the outlook for the year. Mr. Wood, who was on his way east, expects to make a trip to Europe shortly, returning to Canada in the fall.

Last week was an off period for building permits, and for the first week for some time they fell below the $100,000 mark. The total for the week was $54,-155.

Complaint has been made to a hardwareman by a householder that the cranks on wringers are put on with a back screw instead of a square socket. As it is now, with constant use, it is not very long before the thread of the screw gives way, practically making the wringer, otherwise good, of little use unless a machinist is employed to drill a hole through and pin the crank. It is thought this might be easily remedied by the manufacturers of wringers by having the handles fit on a square end.

Among the fourteen paragraphs made up in the horse show rebus window shown by the George Hunter Hardware Co., Vancouver, the words in parenthesis being represented by tools, etc., are the following:

"Now let us begin by stating that whether in the (pad) dock, or in the (boxes) it is the duty of every gentleman to watch first of (awl) what is taking place in the Horse Show (ring); should a lady en (gauge) his attention or (caster) eyes his way, it is, however, always in good form to (rubber) if she is good looking.

"To drive a (trap) to the show is quite the thing. People will (pick) you out for a (bit) of a (knob), besides it denotes your social (scale) and (rivets) the gaze of the crowd, but much (hinges) on whether your trousers (bag) at the knees, and whether your coat has shiny (elbows). Better (brush) the whole suit and take a street car in this case.

"For the ladies no (pads) this season. Instead, the directoire gown with the long, slim (waste) effect in all popular (shades). If you have secured your new (spring) (hatchet) wear it, for it may act as a (screen) and put a (damper) on the (wick)-ed man back of you.

"The Horse Show officials get no (rake)-off from the show, and they have taken measures to keep out (knockers), (hangers)-on, old (skates) and (awl (shade)y characters, or tough (mugs), their purpose being to (cement) good feeling among patrons and in(fuse) a proper spirit into the big event. The (mower) the merrier is their cry, and a warm welcome to (awl) (oakum)."

The Vancouver Gas Company is planning a large plant on the waterfront of Burrard Inlet, and has purchased for $100,000 property at Hastings, immediately east of the city proper. It is proposed to instal a plant that will meet the needs of the city for years to come.

In the revision of the new plumbing by-law, which is being taken up by a civic committee in sections, a change has been made to compel two inspections of the plumbing of each building before final certificate is granted. A water test is to be required after the roughing, in, and a smoke test after the completion of the entire work. Another new feature is the demand of an inspection fee of $1 in all cases where the plumbing inspectors have to make extra trips to premises because of work which is found faulty on the first inspection.

The value of building permits for the past week were $147,355. These included one for $25,000 for a residence for R. P. McLennan at Kitsileno. Mr. McLennan is of the wholesale hardware firm of McLennan & McFeely.

The Fort George Lumber and Navigation Company, which is composed of Vancouver people, has its new steamer nearly ready at Quesnel. This craft is made with only eighteen inches draft, and will navigate the upper Fraser, being the only boat to go as yet through the Fort George canyon. It will also operate on the Nechaco River, and will be of great assistance to settlers in the northern interior.

VICTORIA.

May 1.—Mr. Laurie, representing the Simmons Hardware Co., St. Louis, is in town this week.

With the advent of the fine weather trade is quite brisk. Hardwaremen especially are kept on the rush, due to a certain extent to the large amount of building at present going on in the city and suburbs.

The Oak Bay municipality are to raise $30,000 to put in the new waterworks system.

The Colbert Plumbing & Heating Co. successors to John Colbert, have bought a piece of property on Fort Street, and will at once erect a two-storey building for their own use.

Another plumber to follow the lead and build is C. M. Cookson, who has to move from his present quarters to make way for the new building of Watson & McGregor, plumbers and hardware dealers. He has secured a piece of property and will build at once. This, with the W. S. Fraser building and Bownass' new premises makes quite a bit of movement in hardware circles.

W. B. C.

VERNON.

May 1.—The Vernon Hardware Company has issued a card containing the location of the fire alarm boxes in the city. The card is attractively gotten up and is distributed gratis. It is a thing that people will keep by them, hung in a handy place, and thus the name of the enterprising firm is always before the eye of its patron.

Spring Sporting Goods Trade

The Man Who Goes Out After the Trade Secures the Best "Bag"—An Easy Line to Display—Bicycle Agency a Good Line for Hardware Merchants.

With trout fishing now on, baseball and lacrosse enthusiasts already loosening their arms, and footballers taking practice kicks, the hardwareman has, or should have, entered upon the threshold of his sporting demand. If he has done good educative work in the past, if he has thrown himself heartily into the sporting spirit of the community, if he has identified himself with any of the club organizations, if he has planned out some good window displays, and if he has ordered a comprehensive stock with due regard for the particular trend of the sporting tastes of the district, then he is in the best of positions to make the sporting department of his store a large profit-earner. There is no doubt as to the profit attached to sporting goods, but, like other things, the dealer must go after the trade. In other words, he must bait the fisherman as the fisherman baits the fish. Carry good lines, for the sportsman likes the best, and tempt him not by the low price of the goods, but by the quality.

As we have often pointed out, the merchant in arranging his sporting windows, has an ideal task. In ordinary hardware lines his ingenuity is often heavily taxed to make an artistic window. Tinware, for instance, does not lend itself to attractive display, but with sporting goods the case is entirely different. In the first place the articles themselves suggest enjoyment. They are viewed with recollections of good times in the past and of prospective equally good times in the future. They are always interesting to the observer, and with this initial advantage in his favor it is a very poor designer who cannot make something of his sporting window. From the commencement of the fishing season right up to the heavy game one, there is an endless variety of sporting designs from which to draw—designs which can be elaborated as the facilities of the dealer allow; from the little set piece of the fisherman enjoying himself over a piece of painted glass to the fisherman in his boat on a lake of real water containing live fish and a background of most elaborate scenery; from the small camping tent and the little fire, to the display of the same sort of thing on a much larger scale, and many more accessories, and so on. No matter what the resources of the merchant, he can always evolve something that will be spectacular, and to the point.

Suggested Displays.

If the sporting inclinations of the community lie that way, now is the time to display baseball accessories, lacrosse sticks, footballs, etc. No merchant should fail to introduce a figure into his display. A cardboard figure is not expensive, perhaps the merchant or one of his clerks could make one, and with a little ingenuity that figure can be made to do duty over and over again. An effective design for a baseball window can be made by marking out a small diamond on green baize, with miniature bases and a painted background, representing a row or two of enthusiastic fans. Then in the middle of the diamond put a figure of a player with a real, but small, ball in his hand. A catch announcement could be made as follows: "The first on the field. A good ball bought at this store." For lacrosse it is not difficult to manufacture a small lacrosse goal, using the same background and the same figure, this time carrying a lacrosse stick. The announcement could read: "Out to score. Our goods score all along the line."

Towards the end of the month when the days begin to get really warm, the merchant can display his boating and yachting accessories. He can also make a feature of his camping outfits. In this latter respect he can not only introduce a tent, but also staple hardware lines which are wanted for camping out. Oil and spirit stoves can be shown, kettles and culinary articles, proper camping sets, folding chairs, waterproof sheets, and safety and other razors, shaving sets electrical lamps, lighters, and other things so useful to the camper-out. Many of the articles could also be used when displaying the yachting accessories, especially the safety razors.

A Bicycle Agency Pays.

A line which hardwaremen should thoroughly push is the bicycle. The conditions have changed now with regard to bicycle selling. The old boom which brought so many shoddy machines on the market, and created dealers all over the place, has thoroughly died out, and with it has gone all that competition which ruined a natural trade for the hardwareman. But out of the ashes of this boom there has developed a natural and steady demand for one of the most useful conveniences that a man can possess, either for business or pleasure. The shoddy maker has been killed, and only the reputable manufacturer left in. The mushroom dealers have also disappeared, and with this the hardwareman has come to his own again. Bicycle manufacturers are looking to the hardware trade more than ever as a natural outlet for their production. The margin of profit, now that the old senseless competition has disappeared, is excellent. The hardwareman should not overlook the fact that a bicycle advertises itself, probably more than any other line. The owner of the machine is all over the place with it. His friends see it, and if the machine is of high grade—and no merchant should handle anything else—then its merits are discussed, and the store gets other customers. Bicycles are easy to handle; they do not take up much room, and the prospective owner can be allowed to get the best possible idea of the merits of the machine by having a trial spin on it. Besides, with a good bicycle trade, a merchant can run a repair shop, and a repair shop is useful in a thousand ways from the handling of bicycle and automobile breakdowns, to broken sporting goods and grinding skates. A repairing shop is a very profitable department when handled well.

BB AND AIR RIFLE SHOT.

Attention has been called to the fact that there is a great deal of confusion in the trade in regard to air rifle shot. Most dealers know that air rifle shot and BB shot are not the same thing, but as the manufacturers have no uniform way of designating air rifle shot, there is considerable confusion in terms and consequently errors in filling orders.

Air rifle shot is supposed to be .175 of an inch in diameter, but, of course, being a drop shot there always will be some variation. The manufacturers of air rifles understand this and build the barrels of their guns so as to allow for a reasonable variation in the shot. The air rifle variety is much more carefully screened and the manufacturers aim to get it much more uniform than any other shot they manufacture.

BB shot is supposed to be .18 of an inch in diameter, but as there is no necessity for doing so no effort is made to get the shot as uniform as that used in air rifles. Consequently there is a great variation in this shot and while some of the smaller shots may go into air rifle barrels, the larger ones will not and some are just large enough to go in and clog the barrel. When this occurs there is dissatisfaction with both gun and ammunition. The manufacturers of shot and dealers should co-operate to correct this condition. Manufacturers should adopt a uniform term for air rifle shot which would leave no room for errors or misunderstanding and we believe it would be best to use a term in which the BB does not appear at all. The term "Air rifle shot" has been suggested by the sporting goods dealer to designate this particular shot and for further identification the standard of diameter .175 also be shown therewith on all labels, packages and bags.

Misunderstandings in regard to the proper ammunition to use in any gun cannot fail to be harmful and would naturally limit the sale of such a gun and of ammunition for use in connection therewith.

There is now an enormous sale of air rifles and the demand is increasing each year. It therefore becomes a matter of great importance that the matter of ammunition of these guns be satisfactorily understood.

T. J. Thomson, Ltd., Owen Sound, capital, $40,000; will engage in hardware, tinware, stove and plumbing business. Incorporators, T. J. Thomson, T. W. Thomson and Leonard Ferguson, Owen Sound.

Novelties and New Goods

THE NEW RELIANCE PLATE.

The Oneida Community is to be congratulated for putting their new Reliance Plate on the market at this time. Throughout the entire country, the trade has noticed with interest during the last few years the marked increase in the demand for artistic plate at popular prices, and the community seem to have anticipated this demand.

Reliance Plate has a base metal of 18 per cent. German silver, and carries a full five ounce plate of pure silver. This makes it practically as heavy as the best of standard A1 brands, yet it is sold to the trade at a much lower price than this grade of plate. An inspection of the latest assortment of this new plate shows excellent workmanship and finish. The designs and patterns have a truly artistic appearance such as is always expected from a product of the Oneida Community.

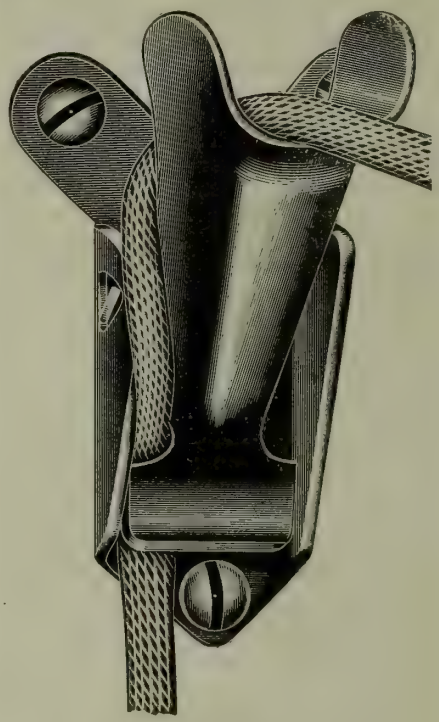
The new plate is marketed in the same manner as Community Silver—under a restricted price agreement, and, therefore, no cut-throat competition need be feared. It is manufactured by the Oneida Community, and makes a strong running mate for their well known Community Silver, as it allows the retailer to compete with the department stores and similar stores for a very profitable class of business, that is, plated ware for outfitting country homes and for like purposes, besides supplying their regular trade.

The Oneida Community, Oneida, N. Y., announce that their extensive magazine advertising will be pushed as never before and that it will make Reliance Plate as well as Community Silver known to every woman throughout the country. Reliance Plate is guaranteed by the manufacturers to wear for ten years.

PRACTICAL CLOTHES LINE FASTENER.

A unique and practical clothes line fastener, known as the "Little Giant," is being placed on the Canadian market by the Taylor-Forbes Co., Guelph. This little device, besides lightening some of the trials of wash day, also makes a practical hammock fastener.

With the "Little Giant" the clothes line can be let down to easy reaching distance, filled and then adjusted to any height desired. A pull at the end of the line brings it taut. When the adjustment is made, the greater the load the more securely the fastener holds. The line may be quickly raised and lowered as desired. The device is fastened to the house or clothes post with three screws.



Little Giant Clothesline Fastener.

The "Little Giant" is made from the best grade of steel, intended to stand a maximum pull of 500 pounds. It is finished in a heavy enamel, which is said to be exceptionally durable.

GERMAN WIRE FENCING.

There is no need to point out to farmers and ranchers the importance of having the best fencing on the market. No matter on what careful lines they conduct their operations if they suffer from leakages such as occur through defective fencing then their profits fade away despite their labor. There is nothing more expensive and annoying to a farmer or rancher than to find his fencing continually down, allowing his cattle and sheep to stray, and often wanting stretching and tightening, all this adding to the overhead expenses. Farmers therefore are always ready to consider any good wire on the market, and hardwaremen should not overlook this fact. The "Neptune Unrivalled" patent steel fencing wires of Felten & Guilleaume, Germany, are being pushed most actively on the Canadian market, and are stated to be most durable and economical. The breaking strains are much higher than those of the relative numbers in many other wires, while they economize at least 50 per cent. on landed cost and at least 60 per cent. on inland transport charges, and further save a considerable sum in cost and transport charges of posts as the latter may be placed further apart. On account of the high grade material, great strain, and high elastic limit, there is little breakage, while no stretching and tightening up are required as the wire is not readily affected by changes of temperature and pressure exerted on it. These fences present the same neat appearance after 10 years service as when first erected. This firm also has a barb wire on the market which owing to the short distances of the barbs is not so dangerous as long barbed wire, while it is quite as effective and not so costly. The sole Canadian agents for Felten & Guilleaume are Watson Jack & Co., Bell Telephone Building, Montreal.

GOOD VENTILATION IMPORTANT.

The importance of breathing pure air in a building, and of eliminating all dust, which latter is so largely responsible for consumption, is now generally recognized. It is only by good ventilation that buildings can be made perfectly safe—a ventilation which carries off the foul air as well as admits the pure. In this respect G. D. Pearson's patent cone rotary ventilator fulfills all the important requisites of a perfect ventilator. It is also set in motion by the least current of air, and will give a perfect draught at all times. It is well and solidly made, is ornate in appearance, and having no fans, blades, or gear-wheels inside, does not get out of order or require oiling. The ventilator is in use throughout the Dominion, and some of the finest buildings in Montreal are fitted with it. The G. D. Pearson's patent cone rotary ventilator, which is recommended by the Factory Inspector of the Province of Quebec, is manufactured by G. D. Pearson & Co., 17 Pontiac Street, Montreal.



Reliance Plate Just Being Introduced.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED - Second-hand cornice brake; eight or ten feet. Give full particulars and price. J. W. Kennedy, Georgetown. (19)

WANTED—Set second-hand tinsmiths' tools. State price. Box 838, HARDWARE AND METAL, Toronto. (19)

AGENCIES WANTED

SPECIALTIES WANTED—If you have any new good little household article or device that will sell quickly, send us particulars. Business Men's Commercial Bureau, Winnipeg, Man. (19)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

FOR SALE—First class stock of hardware and tinware. Doing good business in one of the best tinsmithing and furnace sections in Ontario. Lots of work ahead. Stock about $4,500. Can reduce stock to suit purchaser. Owner has other business in west. Apply Box 839, HARDWARE AND METAL, Toronto. (20)

HARDWARE and Tinware business for sale. Good clean stock, up-to-date fixtures, good turnover. Box 835, HARDWARE AND METAL, Toronto. (19)

WELL established general hardware business in a central Ontario town, surrounded by excellent farming district. Two railways. A good opportunity for young man. Best of reasons for selling. Box 825, HARDWARE AND METAL, Toronto. (19)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tinware business, with tinshop tools. Stock about $4,000. Can be reduced to suit purchaser This is a good growing business in a splendid section of country. Good reasons for selling. Apply Box 832, HARDWARE AND METAL, Toronto. [23]

GENERAL hardware store in city of Montreal, splendid location, stock $7000. Exceptional opportunity. Good reason for selling. Apply Box 10, HARDWARE AND METAL, Montreal. (19)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited, 36-38 Lombard St., Toronto, Ontario.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. The device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink, which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

60,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Experienced paint and glass traveler State previous experience and salary expected. Box 9, HARDWARE AND METAL, Winnipeg.

WANTED—A traveling salesman for the province of New Brunswick by wholesale hardware house of Montreal. Only A1 men need apply. Address Wholesale, Box 2310, Montreal. (tf)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SALESMAN, 12 years' indoor and traveling experience, wants position with wholesale or jobbing house. Box 830, HARDWARE AND METAL, Toronto. (19)

SITUATION WANTED by hardwareman; married, 8 years experience in hardware, stoves, tinware; best of references, also holding a commercial diploma. West preferred. Apply Box 836. HARDWARE AND METAL, Toronto. [19]

SITUATION WANTED with plumbing or heating firm or supply house by young man, single, with 8 years practical experience at the trades. Good commercial education and training. Box 45, HARDWARE AND METAL, Winnipeg. (20)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept, 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SUCCESSFUL ADVERTISING, HOW TO ACCOMPLISH IT, by J. Angus Macdonald.—Authoritative work by an advertising expert, setting forth the inner advertising principles of each business clearly and briefly. Contents include Ad. Building, Retail Advertising All the Year Round, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. The suggestions are applicable to any trade. Price $2.00 postpaid. MacLean Pub. lishing Co., Technical Book Dept., 10 Front St. East-Toronto.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph up to Noon on Friday.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS—$2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7, $4.25; ⅜x6, 7 and 8, $4.10; 7-16x7 and 9, $4.00; ½x8, 9, 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 12½; British manilla, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise plain, 45c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette tarred, 84c; Cyclone, tarred, 78c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.50. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70, 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

EDMONTON MARKETS.

May 7.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — MRM and "Bell," $5.15 base.

HORSENAILS— MRM, new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION—Primers, $1.55 per M.; loaded shells. English and Canadian make. 12 gauge, black soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

Do not talk about prices and forget quality. Tell about your goods. Prices are forgotten long before quality.

Does your clerk say to a customer. "You don't want anything else, do you?" Change your tactics, show the customer other goods and persuade him to buy. Your sales will increase if this plan is pursued.

Why not work up a Market Day for your town this summer and invite all of the farmers to come in and spend the day? Many agricultural towns have found this a splendid way to establish a more friendly relation between the merchant and farmer.

SAVE MONEY

By Using Our

Corrugated or Plain Round Conductor Pipe

made in 2", 3", 4", 5", 6" diameter by 8′ and 10′ lengths without a cross seam. You can buy this perfect pipe for much less than you can make up pipe in 30′ lengths. Our Eave Trough is the best; it is machine made on a steel die and every length is the same.

SEE THAT YOUR WHOLESALER SUPPLIES YOU WITH OUR PIPE AND TROUGH

Winnipeg Ceiling & Roofing Co.

Manufacturers Corrugated Iron, Metal Ceilings, etc.

Winnipeg - - - Manitoba

G. F. Stephens & Co., Limited

WINNIPEG and CALGARY

Headquarters for

Polished Plate Glass
Window Glass
Figured Glass
Leaded Art Glass

For anything in Builder's Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

SUCCESSFUL ADVERTISING,

HOW TO ACCOMPLISH IT.

By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

In the Beginning

that's when

Pease Furnaces

cost most. The best iron and steel used in proper quantities and assembled by only expert workmen backed by an experience of over thirty-five years is worth money—cost money.

In the End

that's when

Pease Furnaces

cost least, because the life of a Pease furnace is long—it gives satisfaction all the time, and means reduced repair and fuel bills.

You can add to your list of pleased customers with a Pease Agency.

Write for Catalogue

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TORONTO, ONT

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

PAINT MANUFACTURING IN WESTERN CANADA.

G. F. Stephens, who since 1882 has been jobbing and manufacturing paint materials in Winnipeg, spent several days in Toronto last week and in conversation with Hardware and Metal made some interesting statements regarding the development of the paint manufacturing business in Western Canada.

Mr. Stephens, who has been spending a few months in the Southern States, is enthusiastic about the future of Winnipeg, and says that everywhere he went he was questioned about Winnipeg and Western Canada. In all parts of the States the Canadian west is commanding first attention. The immense benefit this is to Canada is evidenced by the official statement that 70,000 citizens of the United States would migrate to Western Canada this year, the average wealth of these settlers being at least $1,000, or a total of $70,000,000 brought into Canada for investment in homesteads, farm machinery, house furnishings and the necessities of life.

Even though the spring is backward and crops may suffer in consequence, Mr. Stephens felt that the outlook was bright and business this year would be decidedly brisk. He referred to one farmer, in the High River district in Southern Alberta, who last year had garnered 35,000 bushels of wheat, this netting him $28,000. This is a new district intended to be made into farm lands by irrigation, but not having yet needed to use the irrigating canals constructed. With thousands of such farmers throughout the west, coupled with the natural growth resulting from the incoming of the settlers from the United States and other countries, a brisk trade is assured.

"Then there is the elevator trade" added Mr. Stephens. "We have upwards of 500 towns on our books and every one of these places has from five to ten elevators, each elevator requiring from half a barrel to one barrel of paint every year. We have made a specialty of this elevator business and by making only one grade of paint, and that the best we can produce, we have been able to secure a most satisfactory share of this trade. The manager of an elevator company controlling several dozen elevators recently came to us and said he could beat our price, but after we explained that we could make a lower grade paint to sell cheaper, but would not risk our reputation in doing so, he again placed his business with us. We have his confidence and can only keep it by maintaining the standard of our goods."

"The west is developing as a flax producing country and Winnipeg now has two linseed oil mills. You are close to the lead mines in the slocan and the lead smelter at Trail. With the west requiring such immense quantities of paint, what are the prospects for the establishment of a lead corroding plant at Winnipeg and the development of a complete paint manufacturing industry?" asked Hardware and Metal.

"I have seriously considered the establishing of a corroding plant at Winnipeg," replied Mr. Stephens, but the C.P.R. will not quote a better rate from Trail to Winnipeg than the full rate from Trail to Montreal plus the return rate to Winnipeg. Under these conditions a plant at Winnipeg is impossible, but I still hope to be able to establish the plant before long. By corroding the lead at Winnipeg we would save freight amounting to three-quarters of a cent a pound or $15 per ton and this would soon pay for the construction of the works."

In 1882 when Mr. Stephens went to Winnipeg there were only two places outside of Winnipeg he could sell paint materials in. Now, as he says, his firm have over 500 places on their books. With such a development it is not improbable that the hope of establishing a corroding plant in the west will be realized before long.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Wire and Iron Goods.—The Crescent Wire and Iron Works (Partridge & Sons), Kingston, have issued a fine catalogue of the goods made at their works. Both the illustrations and letter-press are suggestive, and the prices of the various lines therein described should prove valuable pointers for hardwaremen. To name all the lines made by Partridge & Sons would require a great deal of space and the use of every letter in the alphabet; suffice it to say, that almost every article made from wire and iron is manufactured at their works. There are some outstanding lines, of course, such as animal cages, ash sifters, office railings, baskets of all kinds, lawn seats, coal and sand screens, flower stands and stable fittings. Two very prominent lines are gates and fencing, made in wrought iron and steel wire. There are gates for the humblest cottage as well as for the grandest mansion: and a feature is the light gate with hook for tops of stairways to prevent children falling down the steps. Wire fencing, plain and ornamental, for use about the farm or small garden plot, as also for indoor work, is made in great variety. There are also innumerable small kitchen and household utensils handled by hardwaremen made at the Crescent Works. The catalogue is worth having and hardware dealers should send for copies.

A New Combination Wrench.—The "Two in One" is the suggestive name given a combination wrench that is equally good on nut and pipe work. This wrench is made by the Bemis & Call Hardware & Tool Co., of Springfield, Mass., and a catalogue now published by the company illustrates and describes it as well as a number of other tools carried by hardwaremen. There is a saving for the mechanic in using this wrench as it does away with carrying two wrenches in his kit, and being up-to-date, workmen may be relied upon to choose this wrench when shown its possibilities.

A Popular House Pump.—A pump that is becoming more and more popular all the time is the "Aylmer House Lift Pump," manufactured by the Aylmer Pump and Scale Co., Aylmer, Ont. The pump is described and illustrated in a catalogue just now being issued by that company. Plumbers and pump men are beginning to realize the value of the pump for the cistern and the house. The Aylmer Co. are also makers of scales, iron pipe, pipe tools, etc., and extension and step ladders.

Samson Milk Can Trimmings.—The McClary Mfg. Co., London, are issuing at present their 1909 price list of "Samson" milk can trimmings. A neat little red-covered booklet gives this information, as well as containing illustrations and descriptions of all kinds of milk and cream cans and pails, together with trimmings and kindred appliances, can taps, creamery gauges etc. A chapter at the end of the pamphlet gives the government rulings re weights and measures, especially in regard to the handling of milk. The information therein contained should prove useful and valuable to hardwaremen carrying dairy utensils in stock.

A Huge Constructing Concern.—A rather elaborate booklet is the 150-page catalogue published by the Hamilton Bridge Works, dealers in builders' iron as well as being general contracting engineers. The booklet contains a great variety of illustrations of railway bridges and turntables; electric power houses and running sheds; buildings, roofs, steel towers, transmission work and many other things. It is ten years since the company issued its last catalogue, and the advance made in that time is shown by even a cursory glance through the pages of the present booklet.

New Hardware Catalogue.—James & Reid, Perth, Ont., have just issued in attractive form an illustrated catalogue showing a number of hardware specialities which they are manufacturing. This firm have established quite a trade with their different lines, and are on the alert to add good staple lines to those already manufactured. In addition to their hardware catalogue they issue a list illustrating their lines of steel sleds which have already secured a firm hold with the hardware trade throughout the Dominion. For the convenience of the Montreal trade they have made arrangements with Coulson & Blaikie, 459 St. Paul St., to have a line of their samples at their warehouse. Catalogues will be sent to any of the hardware trade on request.

The Cobalt Powder Co., Amherstberg; capital, $40,000, to manufacture dynamite and other high explosives. Incorporators, F. E. Dunbar, W. S. Falls and M. Barrett, Amherstburg.

Canadian Sheet Steel Corporation, Morrisburg; capital, $750,000, to manufacture every description of iron, steel, tin and other metal work. Incorporators, A. White, J. F. Hollis, and T. H. Wilson, Toronto.

"DOMINION CROWN"

POLISHED SHEETS
POLISHED CANADAS.

Best Quality and Finish

STOCK AND IMPORT.

A. C. LESLIE & CO., LIMITED

MONTREAL

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

We are headquarters for

Plasterers' Hair

See our travellers before ordering elsewhere

EDMONTON, ALBERTA

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

The Sherwin-Williams News

VOL. I. SOMETHING NEW EVERY TIME NO. 6

Published by
THE SHERWIN-WILLIAMS CO.
Canadian Headquarters and Plant:
639 Centre St., Montreal, Que.
Warehouses:
Toronto, Ont., and Winnipeg, Man.
Edited by
THE LITTLE PAINT MAN.

Keeping Store and Keeping *Stock.*

My grandfather used to tell the story of a merchant who thought he was keepin' store when he was only keepin' *stock.* He got wise to the fact one day, and, when he investigated, found it was because he didn't handle the goods the people wanted, and so they went to his competitor where they could get 'em.

As you know, that's one of the fundamental principles of successful storekeeping. That's why merchants, who handle Sherwin-Williams products, make more money than those who don't—the people want Sherwin-Williams goods.

The Little Paint Man

875



Our advertising in 180 newspapers throughout the country is going to make more people want Sherwin-Williams products this year than ever before—I won't charge you anything for that tip.

Not every merchant can secure the Sherwin-Williams agency for house paint and other exclusive agency lines. There are a few towns where agencies are now open, however, and any merchant, who has an opportunity to secure an S-W. agency, should not put it off, as your competitor may have it tomorrow.

A lot of people think that the only thing paint can be used for is the outside of houses and floors. You know this is not so—that a handy man or woman with a few cans of S-W. Specialties can accomplish wonders around the house. You know it, I say, but the thing that'll make you money, is to tell your customers.



The Western Stove Makers
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

Malthoid Roofing is cheaper than shingles, easier to lay, needs less attention after it is laid.

There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A foundry plant is talked of at Port Arthur.

A coal gas works will be erected at Goderich this summer.

D. D. Mann has assured Port Arthur civic authorities that the Atikokan iron plant will be reopened at once.

The Ogilvie Mills Co. will build a 300,000 bushel elevator at Winnipeg this year.

The Goldie Milling Co., Galt, will build an extension to their present premises.

A new industry is promised for Ottawa, a rope factory which will probably be started soon.

The Dominion Iron and Steel Co. has received an order for 5,000 tons of steel rails from the Great Northern Ry. of England.

Sussex, N.B., will have a new industry to manufacture the newly invented Acme steel ladder, controlled by the Acme Steel Ladder Company.

The Grey & Bruce Portland Cement Company will transfer its operations from Owen Sound to St. Marys, where a $250,000 plant will be erected.

The C.N.R. contemplate the erection of stock yards, freight shed and an extension to the station at Aberdeen, Sask.

Thessalon, Ont., ratepayers have approved a by-law to loan $10,000 to a saw mill concern which will expend $25,000.

The Twin City Manufacturing Company, of Strathcona, is negotiating with Edmonton council for a site in that city.

The International Roturbine Engine Company of America, Minneapolis, propose to locate a Canadian branch factory in Winnipeg.

The American Laundry Machinery Manufacturing Company, Chicago, Ill., contemplate locating a Canadian branch factory in Toronto.

E. O'Connor, Hamilton, Ont., will probably establish a brick plant with a capacity of 20,000 a day at Welland. Estimated cost $9,000.

The Massey-Harris Company will build an additional warehouse behind their present building at Brantford. Tenders will be asked for in the near future.

Work is proceeding on the addition of two new hot mills and two new galvanizing machines at the Canadian Sheet Steel Corporation's plant at Morrisburg.

Among the new enterprises shortly to be added to the industries of Revelstoke, B.C., is the Revelstoke Sash and Door Factory, which is now in process of erection.

The East City furniture factory, Peterborough, is to be enlarged during the coming summer. An addition one-half the size of the present building will be built to the rear.

Woodstock, Ont., has given a site for a factory to the Watt Hose Coupler Co., and it is likely a site will also be given to the Russell Harvesting Machine Co. for the building of a plant.

The Brooks-Scanlon Lumber Company, of Minneapolis, which some time since announced its intention of erecting two or more large sawmills on the Fraser river, is seeking a site close to New Westminster for the first mill.

Montreal capitalists have formed the Pacific Pass Coal Fields, to develop 30,000 acres of coal lands in Alberta about 40 miles from the Yellowstone Pass. The areas are estimated to contain 800,000,000 tons of soft coal.

Premier Rutherford, of Alberta, is trying to get the Dominion Government to build a grain elevator at Vancouver, with a view to sending Alberta wheat to Europe by way of India and the Suez Canal.

Pheasey & Batson have been awarded the contract for the Edmonton Iron Works' new building, at a contract price of $35,000. The same firm have also secured the contract for Dr. McLean's business block, valued at $35,000.

The H. W. Johns-Manville Co., manufacturers of asbestos wares of all descriptions of Milwaukee and New York, will open a warehouse in Winnipeg to serve the prairie provinces, and propose in the near future to establish a factory at Portage la Prairie, if the trade warrants it.

"Scarboro Securities" behind which are Mackenzie & Mann, as well as the Canadian Northern and Toronto Railway interests, have bought the Norland power plant on Gull River and the Raven's Lake Cement Works for $500,000. The purchase is due to the fact that Mackenzie & Mann's interests could not get the large quantities of cement required.

Arrangements have been made for the addition at the Soo of an extra furnace to the existing open-hearth plant, to increase the production of steel; an additional blast furnace for the production of pig iron will also be installed. The construction of these furnaces alone entails an immediate expenditure of at least $1,000,000.

The Swanson Bay, (B.C.) pulp mill, will be manufacturing pulp by June. Work is being rushed on the mill, between seventy and eighty men being employed getting ready for the opening. A new wharf is being built at the mill, which, when completed, will be the largest north of Vancouver. The sawmill is at present running from 7 a.m. to 9 p.m. cutting the lumber for buildings at Prince Rupert. The pulp mill will be run by water power generated from the waterfall close by, but steam will also be necessary in the manufacture of the pulp.

Municipal Undertakings.

Olds, Alta., proposes to construct a fire protection system.

Waterworks and sewerage systems are proposed for Chapleau, Ont.

Yarmouth, N.S., is seeking authority to issue $80,000 for waterworks purposes.

Portage La Prairie ratepayers will be asked to vote $50,000 for waterworks purposes.

On May 15 Owen Sound ratepayers will vote on a by-law to raise $125,000 for waterworks purposes.

The Montreal water commissioners want $28,000 to lay water pipes on some dozen streets in that city.

A sewerage by-law will likely be submitted to the Orillia ratepayers at an early date.

On May 21 at Carman, Man., a by-law will be voted on to issue $25,000 worth of waterworks debentures.

Vernon's waterworks extension is estimated to cost $58,000, A by-law for the construction of this work will be voted upon.

A by-law will be voted on at Wetaskiwin, Alta., to issue $7,000 debentures for the purpose of improving the fire fighting system.

A recommendation has been passed that a by-law be submitted to the Brandon Council authorizing the issue of debentures for the construction of a trunk sewer.

Henault & Heffernan, Montreal, have been awarded the contract for laying of a system of sewers for the town of St. Pierre, to cost $100,000.

City Engineer Ker of Ottawa will prepare plans for the drainage of the western end of Hintonburg. The cost has been roughly estimated at $100,000.

The Hamilton Sewer Commision has decided to construct sewers in the annex on Chase, Emily and Clinton St. at a cost of $16,000; also a sewer on Hunt Street.

A start has been made with the work of constructing Revelstoke's sewerage system. The central section will be pushed, and it is expected that it will be completed by October 15.

Estevan, Sask., ratepayers have approved by-laws to raise $30,000 for a water works system and $10,000 for a trunk sewer, and tenders addressed to L. A. Duncan, secretary-treasurer, will be received until May 19, for construction of the two systems comprising 7,300 feet of water mains, 2,400 feet of tile sewer, also steel water tower, gasoline engines and power pump.

The contract for the excavating and laying of the pipe for the New Liskeard waterworks extension was given to Hill & Clark, their price being some $2,642.12. The iron work called for tenders from Canada Foundry Co., Toronto; Canada Iron Corporation, Montreal; Gartshore-Thompson Co., Hamilton; Beverley Robinson Co., Montreal. The first two named offered the iron pipe at $33.60 per ton, the former being accepted. Four tenders were received on valves, hydrants, etc., Canada Foundry Company being the lowest.

New Companies.

Superior Steel Co., Toronto; capital, $250,000; to manufacture metals and products thereof. Incorporators, R. W. Hart, S. Webb and A. C. Bedford-Jones, Toronto.

Oil and Gas Producers, Hamilton; capital, $1,000,000; to sink and develop oil and gas wells. Incorporators, R. L. McIntyre, J. M. Sinclair and O. G. Carscallen, Hamilton.

The Builders' Supply Co., St. Catharines; capital, $40,000; to carry on all forms of buildings. Incorporators, M. J. Murphy, F. W. Wilson and Nella L. Nelson, St. Catharines.

The Auto Tire Co., Toronto; capital, $40,000; to manufacture and repair rubber tires for bicycles, etc. Incorporators, T. G. Hamilton, W. H. Syms and G. E. McCann, Toronto.

La Raquette Water Works, Rigaud, Que.; capital, $45,000; to construct and operate a system of waterworks. Incorporators, J. H. Redpath, J. J. Riley and F. G. Bush, Montreal.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER



Near safe is not enough. The only firearm safety worth having is *absolute* safety. The only revolver affording that kind of safety is the Iver Johnson Safety Automatic Revolver.

Millions are in use—yet not a single report of accidental discharge—drop it, kick it, "Hammer the Hammer"—you must pull the trigger to fire it.

Costs no more than near-safeties; but accurate, hard-hitting and positive, with *absolute* safety.

YOUR CUSTOMERS KNOW OF THIS SUPERIORITY

Our advertising in all the big Magazines and Sportsmen's Periodicals is read in every town in the country. By simply presenting the actual facts our advertising has convinced the public that the Iver Johnson is the safest and best revolver in the world. Our advertising is also arousing the public to the need for a good revolver. So there is a wonderful opportunity for the dealer who sells these goods.

The Iver Johnson goods are never given away as premiums but are sold through legitimate channels. And we never sell by mail where we are represented by a dealer.

Send for Dealer's Catalogue, or order of your jobber.

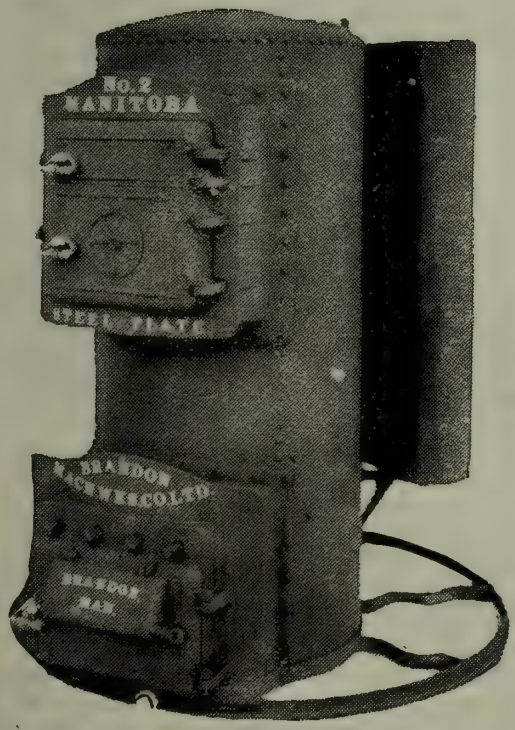
Iver Johnson's Arms & Cycle Works, 930 River St., Fitchburg, Mass.

Pacific Coast Branch—Phil. B. Bekeart Co., San Francisco, Cal.

Iver Johnson Single Barrel Shot-uns and Truss Bridge Bicycles

TRADE MARK
IVER JOHNSON

Accidental Discharge Impossible.



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

The Making of Feather Dusters a New Industry

Just Introduced Into Canada—Visitor to the Factory at Toronto Describes the Process of Manufacture—A Market Provided for Turkey Feathers.

The latest industry to invade the manufacturing field in Canada is the making of feather dusters. Strange as it may seem to grocers, hardwaremen, and other merchants who handle these goods, feather dusters until the present have not been made in Canada, if we except a small but unsuccessful effort made some few years ago to start such an industry in a Western Ontario city.

The Canadian wholesale and retail trade therefore, has had to depend on imported lines of feather dusters for their stocks. Naturally, being unable to obtain supplies at home the great bulk of feather dusters entering Canada have come from the United States, where the industry is established for many years.

New Industry Here.

It is but four months since H. W. Nelson & Co., Toronto, manufacturers of brooms and whisks, and dealers in



The First Feather Duster Made in Canada.

woodenware, etc., added to their plant a factory for the making of feather dusters. The beginning was a modest one and the company confined itself to the manufacture of but one grade—the standard—used for household dusting purposes. Now, however, so great has been the success of the original effort that six or seven lines are being made, and the end is not yet.

S. G. Wharin, managing director of the company, showed a representative of this paper over the factory and explained the various processes of manufacture. He said the company was starting in a small way and would follow the lead of demand rather than go before, because the industry was just being built up. However, he was much cheered with the success of the undertaking up to now and was having some difficulty in supplying the demand for the lines at present made. As demand took concrete form for other wantable lines he would add them from time to time.

Wing and Tail Feathers.

Feather dusters, as everyone knows, are made from the wing and tail feathers of turkeys and they are cleaned, sorted and softened before being made up. Perhaps a description of the process of manufacture step by step will prove interesting and give some idea of how these useful household articles are made.

In the United States the saving and gathering of feathers has proved profitable to the farmer who plucks his own fowl for the market. He sells these feathers with his fowl to the dealers in his section, and through these dealers they find their way to the factories. They arrive, too, in fair shape, for the feathers are tied in bundles of 100 and placed in large sacks containing about 250 pounds. This allows of careful handling and also saves something in the way of freight tolls. In Canada, being a new industry, the feathers do not arrive at the factory in such fair shape; nor, in fact, does the same careful method of marketing, picking and packing obtain, the feathers reaching the factory in bulk lots of no particular size. However, this difficulty will be overcome before another year goes by, when the raisers of fowl know that turkey feathers are a merchantable commodity and have a monetary value.

The Cleaning Process.

The feathers are placed in a huge rectangular box, the bottom and top of which are covered with screens. This box will contain probably 300 pounds of feathers. By means of an electric motor the box is revolved for some length of time and the dust and grit falling through the screens is entirely separated from the feathers. The feathers next go through two sorting processes, a number of nimble-fingered girls who soon become experts doing this work. The feathers are divided into black, brown and fancy feathers, and these three groups are sub-divided according to sizes, which run from 8 to 14 inches. The brown feathers are used in the standard household size, which is the cheapest and most called for line, the black and spotted fancy feathers being used in the higher grades.

The next stage takes the feathers through a machine which spilts the quill, a sharp knife cutting off the rough underport of the stem, leaving the vane or beard attached to part of the shell of the quill. In this splitting or trimming occurs the only noticeable waste. With the quill unavoidably goes some part of the feather, and as yet no use has been found for this waste. In some of the U. S. factories it is understood that this quill is used in the making of ammonia, but the manufacture and supply of this latter commodity is greater than the demand at present in Canada.

Putting on the Handle.

After trimming they are run between two metal cylinders of a rolling machine which softens the stem and makes them pliable. They now go to another set of sorters who count out twenty feathers, place them in a clothes-pin and put them in baskets containing similar sized feathers. This latter sorting makes it convenient for the men assembling and binding the dusters. Every standard duster contains 100 feathers, so the assemblers taking five clothes-pins have without any counting on their part the requisite 100 feathers necessary for a duster. Evening and rounding off the ends a circular stub is inserted in the centre, the whole placed on a binding machine, a few twists of which completely and firmly wires the feathers to the stub, A couple of rows of shorter feathers around the lower end of the stub hides the wire and finishes off the brush end of the duster. The remainder of the duster-making process is simple. A paper binding is placed over the feather ends; a leather cuff is next put on and then the handle is inserted by being screwed into the wooden stub. This handle is of black-japanned tan and cherry-colored woods for household dusters, and in the better grades is of imitation ebony and rubberoid. On these latter there is also placed a drawn-steel, nickel-plated ferrule. The leather cuff, which is on all the dusters, is a new idea and the Nelson company use it for displaying the names of the grade, the firm, and the "bull dog" trade mark of the manufacturers.

Many Varieties Made.

As before mentioned, while the factory was started primarily to manufacture the standard household feather duster, of late the making of the higher grade parlor, picture, janitor and carriage dusters are important additions. The factory while yet conducted on a small scale is as complete as any in the United States. It is impossible to say what amount of feathers are available for manufacture in Canada, but for purposes of estimating last year Great Britain imported 916,122 pounds of feathers of all kinds from all parts of the earth, and valued at £981,459. Of these 26,383 pounds, valued at £82,422, were for the purpose of manufacture into dusters and similar goods.

News of the Paint Trade

A USEFUL LESSON.

A good example of the value of display in the selling of paint was recently brought to our notice by a paint manufacturer. While taking a trip in a country district he called upon a merchant who, he knew, handled a couple of lines or so of the firm's products, and asked him how he was doing. The dealer replied that there was very little trade going and that he had only sold a couple of tins. "But," said the manufacturer vainly looking round the store, "where is the stuff. I don't see it anywhere." "Oh," replied the merchant, "it is at the back of the store." This somewhat exasperated the manufacturer as the back happened to be out of line with the rest of the store, but he said: "where is all the good advertising matter that we supplied you with." "Oh," was the reply, "I believe it is all under the counter." This nearly floored the manufacturer, but he rose to the occasion and said: "You have a long counter here with nothing on it. Will you let me have a portion?" The dealer did not object, and so the manufacturer set to work and made a little pyramid of some tins rescued from the back. Behind this pyramid he placed some bright advertising matter, and by the side some little reading notices for the consumer with the announcement: "Take one." Turning to the merchant he said, "let that stay there for a time and inform me if the demand improves. It was not long before he received a letter telling him that the paint was going splendidly, that what the merchant almost looked upon as dead stock was nearly cleared out, and that a larger order would soon be placed. Thus the merchant had a lesson shown him that will not be forgotten. It will influence him not only in his paint department, but in his other lines as well, and make his store a real live proposition.

In selling paints, as in everything else, the merchant must throw his heart into it. He must be convinced that the lines he is carrying are good ones, that he has a large consuming field before him, and that he can hold the consumers when they come with his selling points. He must realize that to sell his paints he must thrust them before the notice of the community. Few people think of paint unless it is brought under their notice, and if a merchant imagines that his tins are to bring in customers when hidden in the back part of the store, and the advertising stuff of the manufacturer to throw its brightness through the sides of the counter, he is, to put it lightly, making a big mistake. It should be apparent to any dealer that a manufacturer would not spend his money on something that he did not think was useful, and if the manufacturer with all his experience knows the value of display it must be surely worth the while of the merchant to follow suit. The brighter the store the more attractive it is to the consumer, and the merchant nowadays has little difficulty in achieving this with the help of the artistic advertising matter that he can get from the manufacturer.

Don't Get "Notions" About

Floorglaze

Please don't get the notion that FLOORGLAZE is good only for floors. FLOORGLAZE is a solid-color floor-enamel with all the elasticity of good paint, and more; and that has a dozen uses about the house, indoors and out. It's so advertised for you that it can't help selling once; and its own quality sells it again to the same people—and their neighbors. FLOORGLAZE is the kind of goods that strike you as about right for your store.

Send for a Sample Can and Color Card now

Imperial Varnish & Color Co., Limited
TORONTO

Ready stocks of all our staple leaders (do you know them all? You should), at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street.

QUALITY COUNTS

"M.R.M." HORSE SHOES are superior to other makes of Horse Shoes, because they meet the requirements of the farriers in the fullest sense.

Material is right, and patterns are correct and as approved by leading farriers.

Punching, creasing and general finish of "M.R.M." Shoes are such as to cause the farrier less work in fitting to the horses' feet than is required with most makes.

—MADE BY—

The Montreal Rolling Mills Co.

Paint and Oil Markets

MONTREAL.

May 7.—Although the climatic conditions have not been exactly favorable to paint, oil and varnish generally, trade is moving along briskly. The cold weather probably has affected the sale of ready-mixed paints more than any other line, as householders and property owners are holding off the buying of paint. Oils and colors are going better as painters are busy on inside decorating work if not on the outside. Locally, dealers report a quieter call owing to the cold and the yearly moving times. More seasonable weather will, however, at once revive the demand. The markets are firm with the exception of turpentine. No change is reported.

TURPENTINE—Stocks in the South are reported to be abundant, and there is a slight tendency for quotations for car lots to sag locally. For ordinary requirements, the trade being brisk, no change is noted. We continue to quote 55c for single barrels, net 30 days.

LINSEED OIL—There is a good demand although users are not buying beyond their actual requirements. With the opening of navigation orders which were booked earlier are being shipped promptly. We continue to quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; strictly net, 30 days.

GROUND WHITE LEAD—Shipments are very encouraging, but stocks are accumulating, and the month will have to show up well regarding the call for white lead to keep supplies down. The market is unchanged, and we quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—The market is brisk. Orders which have been accumulating for some days will be taken from stocks on the wharf as ocean shipments are now due. There is no change in quotations. Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

PARIS GREEN — The better spirit noted in Paris green last week continues. Most general orders contain a good percentage of Paris green, and the total bulk moving has greatly improved. There is no change in prices and we quote: 1-lb. cartons, 18c; 1-lb. tins, 19c; 50-lb. drums, 17c.

WHITE ZINC—Owing to the cold weather the call for white zinc has been affected, but fair shipments have been made. There is no change in the market, and we quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—With the opening of navigation and the running of the various river steamers dealers are better buyers of putty, and good bulk is now moving. We continue to quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

May 7.—This has been a very good week for all paint lines, some houses reporting the best week's business so far this year. Paints are moving, too; the bookings earlier in the season are now being shipped, and present orders call for immediate delivery.

The outlook favors a good year in paints, as general business shows signs of continued improvement and the building permits issued in all sections are in many cases above past records. Factories, too, are in the majority of cases, again running full time and are calling for something like their old-time quota of paint supplies.

With the exception of turpentine, which has declined a cent since last week, all paint lines are steady and firm, and there is not the tendency to cut prices that there was some few months ago. This has made for a feeling of general satisfaction with the passing volume of business and a greater faith in the future of the trade.

TURPENTINE—Down a cent since last issue, "turps" are now quoted at 57c for single barrels. Several houses, however, which did not quote the advance of a fortnight ago are still offering turpentine at 55c. The South has firmed up and dropped away again, but the tendency seems for firmer prices. The receipts at Savannah for April are just one-half those of a year ago—11,000 barrels against 22,000—and the same condition prevails in regard to rosins. New York had a slight scare early in the week on account of low supplies, but no effect was felt in Toronto. Buying has been very light.

LINSEED OIL—Raw, 59c; and boiled 62c per gallon, barrel lots, are yet the local market quotations, and there does not appear to be any prospect of an immediate change. The world's flaxseed markets are yet surprisingly bare of supplies, so there need be no counting on lower prices. Crushers are not carrying much seed in their tanks, nor are there any considerable stocks in the elevators. The demand is good for oil just now.

WHITE LEAD — Another bumper movement is on in lead lines and shipments are taking pretty large quantities. Prices are unchanged. No. 1 is $5.40 to $5.65; pure white from $5.80 to $6, and a superior line is offered at $6.25. Genuine red lead is quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs.

PARIS GREEN—Spring ordering has about ceased, although some fair repeat orders at 17¾c per pound for 25-lb. drums, which is considered a low figure, have been received. Shipments of orders booked earlier in the year are going out freely this week.

STAINS AND VARNISHES—With these might be included wall finishes, glue, brushes and many other seasonable lines. They are active again, and with ready mixed paints are being

A Paint that is PURE

That's what you have the agency for when you handle

"English" Liquid Paint

A paint with the formula on the can, showing the white base to consist of:

70% Pure White Lead
30% Pure White Zinc

mixed ready for use with pure Linseed Oil, Turpentine and Dryer.

A paint in which the only white lead used is

BRANDRAM'S B.B. GENUINE

A paint backed by a forceful advertising campaign.

Mail us a postcard and let us tell you all about it.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

Don't Be Caught Napping!

The painting season is here, and the query naturally arises, are you prepared for it? Are you enthusiastic over the brands you are handling, and are they yielding you a fair profit? Are your customers pleased? Do they come back to you for more? If not, you have failed to start aright. Make a change by selling

MOORE'S HOUSE COLORS
A PURE LINSEED OIL PAINT

Though moderate in price its quality is unquestioned. It is a paint made from the best and most lasting pigments thoroughly ground in pure raw linseed oil. It is a product big and good and true enough to be recommended by every consumer. Try it and see. Don't take our word alone.

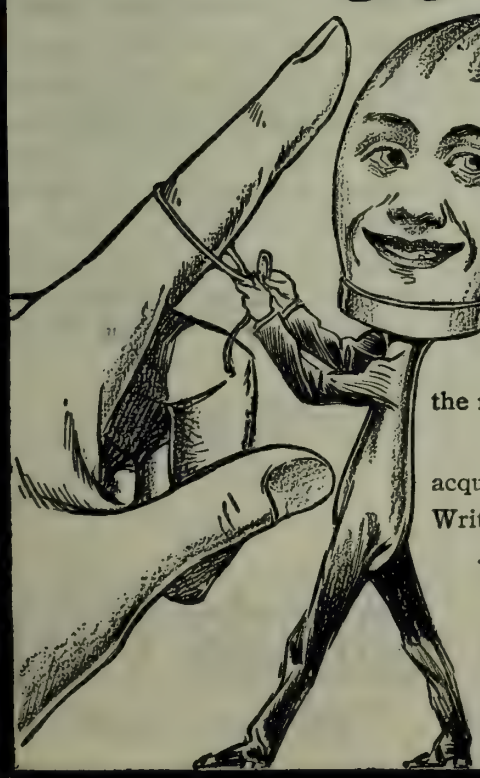
Write for Color Cards and Prices

BENJAMIN MOORE & COMPANY, Limited

WEST TORONTO, CANADA

NEW YORK CHICAGO CLEVELAND

A Reminder.



This is to remind you, Mr. Paint Dealer, that if you haven't written for our money-making plan that you are wasting valuable time. It isn't every brand of paint that has back of it a 100 per cent PURE GUARANTEE. Every gallon of

Martin-Senour 100 per cent Pure Paint

that you sell is another stone laid in the foundation of a permanent paint trade. Purchasers who buy it to try, buy it again the next time they want paint. It doesn't take long for them to find out that for durability, service, richness of appearance, brilliancy and wear it's the most economical and satisfactory article they can buy.

It will pay you to get acquainted with us and let us make your trade acquainted with Martin-Senour 100 per cent Pure Paint. Write today.



The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paint

MONTREAL — **The Winnipeg Paint & Glass Co., Ltd., Winnipeg**

CHICAGO — **The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.**

bought up by householders more freely than was anticipated.

GLASS AND PUTTY—The new glass has not yet arrived, but early importations are expected shortly. Business is fair for both glass and putty at unchanged quotations. Putty is in slightly better demand than glass.

PETROLEUM—Prime white is 13½c, water white, 15½c, and Pratt's astral, 17½c. Business is fair.

PAINT AND HUMAN NATURE.

Did it ever occur to you that there is an intimate connection between paint and the peculiarities of the people? The paint salesman who would make the largest success should study human nature carefully. This he will have many an opportunity to do in his daily contact with customers. He cannot have been long in the selling game without learning the weak points and the strong points of buyers. He must have noticed that there is a powerful leverage in flattery in some instances, in bluff or indifference or an appeal to honesty in other instances, and if he is wise he will work those influences judiciously. He will flatter the customer who knows it all; argue with the customer who is skeptical as to the merits of the goods; emphasize the purity of his wares to a buyer who dotes on honesty; make much of their value to one who is economical; dwell on the beauty of the work to one who is aesthetic, etc. The salesman who can do this will be literally all things to all men, but in so doing he will come pretty near pleasing them all and getting their business.

THE SELLING OF VARNISH.

In these days of varnish stains for many purposes the retailer needs to "know the goods" intimately. He must be able to inform the buyer just what the varnish will do and what it won't do, or there may be trouble. An exchange has well said that varnish purchasers may be divided into two great classes: the Trade and the Public. As a rule, the Trade (painter, etc.) know what they want and how to apply the varnish when they have bought it. Equally, as a rule, the Public knows nothing about varnish and in most cases will consult the storekeeper or his salesman before making a purchase. In some cases, however, they won't do so, and that fact often leads to trouble. It is a pretty safe rule never to sell the general public varnish until you have ascertained exactly for what purpose they intend using it. A few judicious questions will always secure this information without giving offense, and will, at the same time, show you whether the customer knows anything about the application of the varnish he or she is buying. If you judge that they don't, give them all the points you can. Be particular to find out whether they are going to use it on old work or new, what kind of wood it is to be applied over, and remind them that old paint or varnish should be thoroughly cleaned before they apply their new varnish, etc. In fact, post them as thoroughly as you can.

With the painter, however, to whom the varnish is an everyday experience, the proposition is an entirely different one, although even here complaints are liable to be made. Painters are sometimes careless, and at other times are driven by necessity to use varnish under adverse conditions.

EDUCATING THE CLERK.

Too much cannot be said on the subject of educating the clerk to the point where he will be able to combat every argument a customer may advance, says an exchange.

Some time ago the writer entered a paint store with a problem on his mind. An old pine floor in a building about ready for the house wreckers was giving forth more than its quota of dust and dirt. It was in a terrible condition; but as the floor was going to be used but a short time, it was desirable to put but little expense upon it to make it usable.

The young man who heard the story made one single suggestion, which was adopted. The idea in the first place was to putty up the cracks and cover with three or four coats of paint, but when the proposition was put up to Mr. Clerk, he advised simply using oil, the entire cost of which amounted to about 75 cents. The oil was used, the dust was settled and the floor is quite usable.

MANUFACTURERS' HELP.

I do not believe, writes a prominent man, that it is any exaggeration to say that the educational work done among property owners and paint users generally by paint manufacturers is responsible for 25 per cent. of the painting done in the country. By this I mean that if the pressure which the paint makers continually exert on the public was withdrawn, the sales of paint generally would fall off just 25 per cent. This educational work takes the form of magazine and newspaper advertisements, personal letters and literature of all descriptions showing convincingly and in plain language how the life of lumber is prolonged by the use of paint; how the real estate value is enhanced, and the increased pleasure of beholding and living in buildings which are kept well painted. This sort of work unremittingly kept up, creates a tremendous amount of painting which would never be undertaken otherwise.

PAINT NOTES.

A license has been granted by the Ontario Provincial Secretary to Canadian Turpentine, Ltd., authorizing them to transact the business granted by their letters patent of incorporation. The company have appointed W. H. Allison, Toronto, to be their attorney.

The Winnipeg Paint and Glass Co. will extend their Calgary warehouse.

Georgia was the second state in the production of naval stores articles last year, with a record of more than 10,000,000 gallons of turpentine and 1,000,000 barrels of rosin.

Answers to Correspondents

ANXIOUS ONE:

"Please say what is 'Cumoff?'"

ANSWER:

"CUMOFF"

is the

Paint and Varnish Remover

for use on

Wood or Metal

Removes Old Paint, Varnish, Shellac or Enamel, leaving the surface ready for re-finishing.

Will not raise the grain of the wood.

HAS NO DISAGREEABLE ODOR.

Will not injure the hands. Will not destroy the brush.

Will undoubtedly increase your trade, as "Cumoff" is an article long wanted by every painter.

Specially useful on Mouldings, Carving and the re-finishing of old frames or Cabinet Work.

"CUMOFF"

IS MANUFACTURED BY

The Canada Paint

Company, Limited

Montreal Toronto Winnipeg

Ramsay's Shingle Stains



Write us for prices on Shingle Stains. These bright, beautiful stains are becoming more than ever popular. Every paint shop should be thoroughly posted and know how to answer questions about this line.

Ask for our color card giving all information about

Ramsay's Creosote Stains

Cheaper and better than imported lines. Don't pay high prices.

Write us.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 — The Paint Makers

The Paint of the Season

THAT'S WHY IT'S CALLED NEW ERA

Now is the time to push for paint sales. You can safely recommend ***New Era*** to your painter friends. You do not have to resort to bluff and glittering generalities to convince patrons that it is a reliable and respectable article. The two greatest enemies of paint are wear and weather. ***New Era*** will withstand these every time to a degree greater than many much touted rivals, and it's a reasonable priced product. Write us.

Standard Paint and Varnish Works Co.

Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

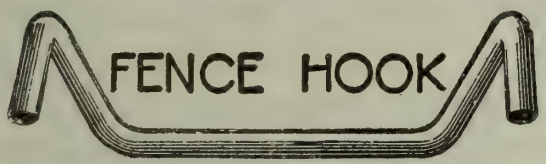
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"



Get our Prices on

SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.

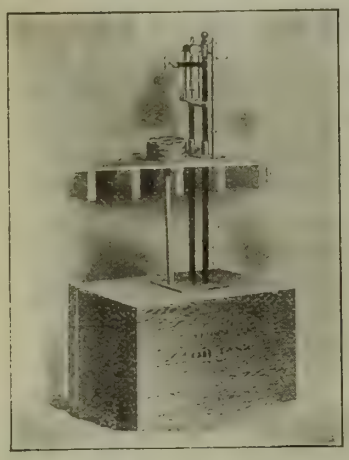
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.

HAMILTON, - ONTARIO

We make Jail Cells and Gratings of every description

SAVES MONEY AT EVERY POINT



Cut 1
Cellar Outfit

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil—and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?
Write us for catalog 5444. It is free.

S. F. Bowser & Co. Limited
66-68 Fraser Avenue, - TORONTO,

If you have an old Bowser and want a new one, write for our liberal exchange offer.

Atkins Silver Steel



Segment Ground
Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.

Lacqueret is the Best Selling Article at this Period. WHY?

It is always a leader, but, with the advent of spring when the whole world is renewing and re-decorating, then the sales of Lacqueret should be pushed. It will preserve and beautify anything in woodwork. Practically every home can conveniently and economically make use of Lacqueret. It helps you to sell many other lines of stock.

Marine Spar is a Timely Line to crowd to the front just when all craft are being put in shape for the sailing season. It is a reliable and durable varnish, dries dust free in a few hours and becomes thoroughly hard quicker than any similar varnish.

In Sealed Cans Only **Write for Our Price Lists**

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK. CHICAGO. LONDON, ENG.. BERLIN. BRUSSELS

Island City Boat Specialties

Gloss White for Exteriors
Flat White for Interiors

Smokestack Paint
Deck Paint
Hull Paint
Copper Paint
Boat Varnish

Reliable and **profitable** lines for the **dealer** to handle.

P. D. DODS & CO.
Limited
Montreal, Que.

There could be no Greater Tribute

to the quality of the Bear Lamp Blacks than that paid annually by the Largest Paint Grinders in the country by placing their contracts with us.



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

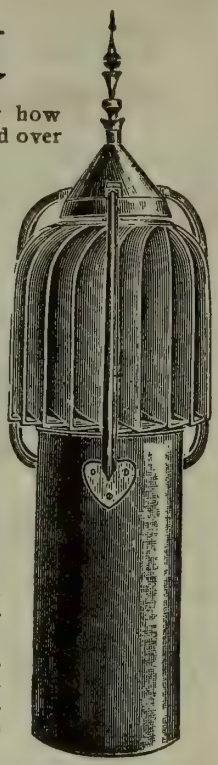
For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO
Wholesale quantities only.

"The Maple Leaf" brand of Pale & Double Boiled Linseed Oil, when mixed with a pigment and painted on wood or metal, and hung out in the air subjected to the destroying atmospheric elements, will be found equally as durable and preservative as Raw Linseed Oil, which is the most important feature in the manufacture of a perfect durable Boiled Linseed Oil. We shall be glad to submit you samples. We invite comparisons.

Canada Linseed Oil Mills, Limited
MONTREAL

Double Profit



Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our

Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

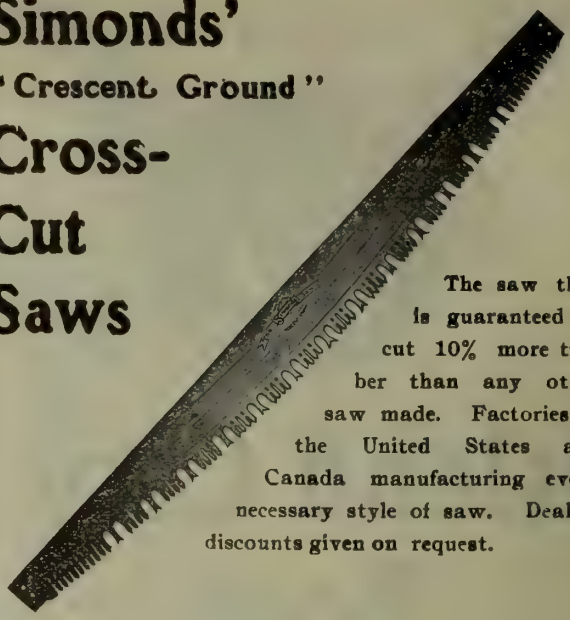
Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED
General Contractors and Manufacturers
MONTREAL

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. **St. John, N.B.**



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

The White Lead Association of Canada

This Association was formed in 1889, for the purpose of removing abuses in the sale of White Lead, and was successful in securing legislation which has contributed to securing that White Lead, marked "Pure" or "Genuine" must be absolutely free from adulteration. The Association adopted the following label, which is used by its members on all pure White Lead issued by them.



This label, the Association believes, is being imitated in several quarters, and the copy label is here shown in order that dealers may be careful to avoid imitations and secure White Lead bearing the guarantee of the Association.

This label is registered at Ottawa and action will be taken against all parties using any imitation thereof.

All enquiries will be answered by the Secretary, JOHN HYDE, Chartered Accountant, 304 Merchants Bank Chambers, Montreal

We Have Doubled Your Market For Roofing

Where previously you have sold one roll of ready roofing you ought now to be easily able to sell two rolls Ruberoid.

For the attractive new Ruberoid IN COLORS has doubled the market for roofing.

Ruberoid in red, green or brown is suitable for the finest home, the costliest public building.

With all the durability of uncolored Ruberoid, these new shades meet the demand which no other ready roofing has ever been able to fill.

And in Ruberoid, whether in colors or plain, you are sure of selling the best there is in roofings.

There are now more than three-hundred substitutes for genuine Ruberoid, but Ruberoid is the original and Ruberoid alone has withstood the test of seventeen unbroken years of actual use.

The first roofs of Ruberoid, laid in 1892, still look good for many more years of wear—still weather-tight.

RUBEROID

(Trade Mark Registered)

Ruberoid is sun-proof, rain-proof, snow-proof, cold-proof and weather-proof. It resists acids, gases and fumes.

It is so nearly fire-proof that if you drop live coals on a roof of Ruberoid, neither the Ruberoid nor the timbers beneath will take fire.

The secret of these unique properties lies in the Ruberoid gum which we use. Ruberoid gum is our exclusive product. No other maker can use it.

That is why, of three hundred substitutes, no one of them can possibly be so durable, so good, as Ruberoid.

Our international advertising campaign is now in full swing. We are sure to have inquiries for Ruberoid from those who live near you. Be prepared to fill the demand which we create. A postal card will bring our dealer's plan, and will explain how we willingly stand the expense to make sales for you. Address Dealer's Department 92A.

The Standard Paint Co. of Canada, Limited,
Imperial Bank Building, Montreal, P.Q.

How is Your Stock of

BIRD CAGES?



Look it over and send your orders to

E. T. Wright & Co.

HAMILTON, CANADA.

SHRP-SHAVR SAFETY RAZOR



25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

Shrp-Shavr Razor Co

Smith Hardware Co., Limited
2 & 4 Lemoine Street
Montreal, Canada

We sell it at 25c. to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVER PL TED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

When writing advertisers kindly mention having seen the advertisement in this paper.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO. Ltd PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

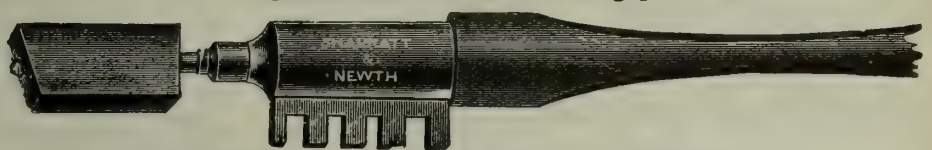
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street

MONTREAL

THE SHREWD DEALER

takes no chances on quality when he is sure of his base of supplies. Take the matter of Roofing, and ask any man if he wishes to take a chance on inferior or unknown brands. Our goods are backed by a guarantee. Guarantee that they build and hold your trade, because it's in the goods, known all over the Dominion for Quality. Ready Roofing, Tarred Felts, Sheathing, Wrapping and Building Paper. These are the brands :

Tarred Felt and Joliette and Cyclone Sheathing

In addition to QUALITY our prices are always right.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 09
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.....	0 22
Tubing, iron pipe size, 1 inch base..	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.
Casting ingot	14 00 14 00
Cut lengths, round, bars, ½ to 2 in....	21 00
Plain sheets, 14 oz.....	21 00
Plain, 16 oz,, 14x48 and 14x60	20 00
Tinned copper sheet, base	23 00
Planished base.....	26 00
Braziers' (in sheets). 4x8 base...	20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60.....	4 70	4 60
30x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28.....	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. ..... " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 50
Middlesboro, No. 3 pig iron..	16 50	20 00
Summerlee, No. 2 " ..	18 25	21 50
Carron No. 1	22 50	....
Carron, special.....	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron.....	32 00	32 50
Ferro Nickel pig iron (Soo)		25 00
Angles.....	2 60	2 60
Common bar, per 100 lb.....	1 85	1 90
Forged iron	2 00	2 10
Refined "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	2 00
Mild steel.....	1 85	....
Sleigh shoe steel.....	1 85	2 00
Iron finish machinery steel (domestic)	1 90	1 95
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 35	2 50
Mining cast steel....	0 07½	0 08
High speed.....	0 60	0 60
Capital tool steel.....	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08
Corona tool steel.....	0 06½	....
Silver tool steel.....	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$32 50 32 00

TINPLATES.

Charcoal Plates—Bright	Per box.
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.	Per box.	
I C, 14 x 20 base.....	5 50	5 75
I X, 14 x 20 "	6 50	6 75
I X X 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base.....		4 25
I X, 14 x 20 "		5 00
I X X, 14 x 20 "		5 25

Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, " }	.... 6 75
" 14x65, "	

Tinned Sheets.	
72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	.... 8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.....	3 65	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks.....	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5.75	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
⅞ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2 Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass.....	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass.....	0 06½	0 06¾
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02¾	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate.....	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 07	0 07½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	1 75
No. 4 " " ..... "	1 65
No 7 Fuller " " ..... "	2 00
No. 4½ " ..... "	2 00

Patent Compression Cushion, basin cock, hot and cold, each $1.25
Patent Compression Cushion, bath cock, No. 2208, each..... 2 25
Square head brass cocks, 55 ; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

Bathtubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85.
Closet combinations, $15.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—30 per cent,
Steam Radiators—60 and 2½ per cent.
Wall Radiators—50, 10 and 10 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	15 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.....	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked.....		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead.....		0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons.....		0 04½

GLUE.

Domestic sheet, in barrels....		0 09½
French medal "		0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

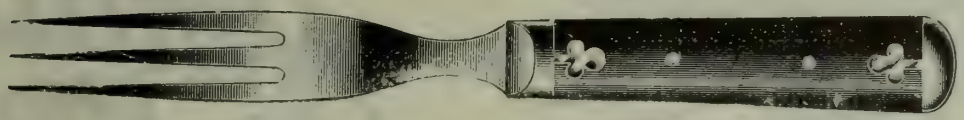
Barrels	0 16½
25-lb. drums.....	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.....	0 09

N W TRADE MARK

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 65
" 100-lb. drums	1 90
Bladders in bbls	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 58
Linseed Oil, raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Monarch (Winsor)		6 90
Essex Genuine		5 90
Brandram's B. & B. Genuine	6 75	6 90
" Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	5 65
Sanderson Pearcy's		5 90
Robertson's C.P. lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
No. 1	0 90
Union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2.30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2. "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 8
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
" Iron Clad " cotton	2 10
Iron Clad " paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in.	per 100 lb.	4 75
over 12 in.	"	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 60 0 70
Harness, crescent, 10 inch. doz		2 25
" No 141, 10x12, doz		1 00
Hat & coat, crescent, plated, dz.		0 75
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
½ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.

SASH WEIGHTS.

Sectional	per 100 lb.	2 20 2 40
Solid	"	1 50 1 75

SASH CORD.

Per lb	0 25 0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00

Bench Axes, 40 per cent.
Broad Axes 25 per cent.

Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 9 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump, per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
" & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Miller's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33	each	1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.		
Canadian, 25 to 27½ per cent.		
Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball pean, per lb.		0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.	
Shingle, Red Ridge 1, per doz	4 40
" 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

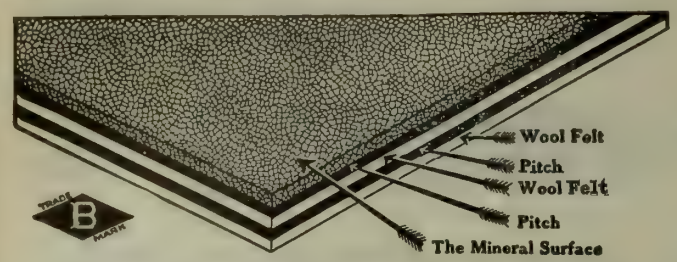
Tinsmiths'	per doz.	1 35 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

PICKS.

Per dozen		6 00 9 00



Amatite ROOFING

TRADE B MARK

Most roofings are made of only *one layer*, but Amatite is made in *five layers*. The bottom layer is wool felt, the next is real Coal Tar Pitch, the third is wool felt, the fourth is pitch again, into which is embedded the fifth layer, namely, the *mineral surface*.

If the weather should, in the course of years, wear away the mineral surface and dispose of the layer of Pitch (which is the most waterproof substance on earth,) it would still have to penetrate a layer of felt and another layer of composition *and* another layer of felt before the roof would leak.

It is easy to see why amatite lasts so long when you realize how it is made.

That mineral surface *requires no painting* or coating whatever, and will take the brunt of the weather without renewal or attention or care.

Send for a sample of Amatite. It's free.

THE PATERSON MANUFACTURING CO., LTD. Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English .....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing..... 1 72 5 50

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Finners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each..... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Canadian discount, 40 p c.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c.; No. 3 and 4 grade, 45 p.c.
No. 19 snowshovels, net..... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz..... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each ... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's linen, No 1822, 66 ft. ea. 1 10
" Metallic, No. 1821 ..... 1 95
" Steel, No. 1840, 50 feet 4 20

TROWELS.

Disston's, discount 10 per cent.
Berg's, brick, 9?x11 ..... 4 00
" pointing, 9?x5..... 2 10

FARM AND GARDEN GOODS

BELLS.

Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz. pairs.
Stearns wood track	4 50 6 00
Zenith.....	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 50
Double strap hangers, doz. sets....	6 40
Standard jointed hangers, "	6 40
Steel King hangers "	6 25
Storm King and safety hangers	7 00
" " rail.....	4 25
Crown.....	4 85
Crescent.....	6 50
Sovereign.....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25
" " 1¼ x 3-16 in (1.0 ft)	

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ¾ " .... "	10 00
" " ⅞ " .... "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web..... "	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ⅜ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75
Nuts, square, all sizes, 4½c. per lb. off	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts, 80 and 7½.	

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Capewell brand, quotations on application.

HORSESHOES

M.R.M.'& 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	3 30	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $2 85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent	
" R. H., " 65 and 10 per cent	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron ..... "	4 25

Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

Wads.	per 100.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 20
Best thick white card wads in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
" and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p c

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50

CUTLERY AND SILVERWARE

RAZORS.

	per doz.
Elliot's	8 75 18 00
Boker's	7 50 11 00
" King Cutter	15 00
Wade & Butcher's.....	3 60 10 00
Lewis Bros.' "Klean Kutter'	8 50 10 50
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	18 00
Berg's.	7 50 20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 5 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½.
"Singaless" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan. 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.



CLAUSS RAZOR STROPS



A good strop is as essential as a good razor. Combine the two and you have perfect satisfaction; separate them and you have trouble.

Clauss Strops are Guaranteed to give Perfect Satisfaction

MERCHANTS, WRITE FOR CATALOGUE AND DISCOUNTS

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz.....	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz....		0 65
Potato mashers, wire, per doz...	0 60	0 70
" wood " ..	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1..		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103.....	1 35	2 00
Kitchen hooks, bright..... ...		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined.....	per doz.	2 20	5 60
Galvanized.....	"	1 87	3 85
King, wood.....	"	2 75	2 90
King, glass.....	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste..... .... 6 00

PICTURE NAILS.

Porcelain head .....per gross	1 35	1 50
Brass head.....	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set		0 75
" No. 50, nickle-plated, "		0 80
" handles, japaned, per gross		8 40
Common, plain.....		4 25
" plated		5 50
Asbestos, per set.....		1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary.....per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.		6 75
Lift Tubular and Hinge Plain, "		5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
8, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000		7 50
Eureka tinned steel, hooks		8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch..... "		7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.		1 32
7-inch..... "		1 47

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7! — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—olling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

No. 9, $2.30 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $2.85; 6, 7, 8, $2.80; 9, $2 35; 10, $2 85; 11, $2.90; 12, $2.50; 13, $2.60; 14, $3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb.....	2 65	2 70
Galvanized, plain twist	2 95	3 00

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz....		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 "		10 00
3 " "		8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops.....		1 20
Crescent mops...		1 50
Folding ironing boards..... ..	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.		7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.		8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake.....	54 00
Dowswell.....	39 00
New Century and Bluebelle	75 00
Daisy.....	54 00
Stephenson.....	74 00
Spotless.....	69 00
Puritan Motor..	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing.....	87 00
Connor Gearless Motor Washer	144 00

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz...	33 75	35 00
Royal American, 11 in...	33 75	35 00
Eze. 10 in., per doz		36 75
Challenge, 3 year, 11 in.....		36 50
Ottawa, 3 year, 11 in		41 50
Favorite, 5 year, 1 in...		42 50

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M		2 25
Small heel .... '		1 50

PULLEYS.

Hothouse .....per doz.		0 55	1 00
Axle..... ..... "		0 22	0 33
Screw .... "		0 22	1 00
Awning ..... "		0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout ...	1 80	18
Berg's wing pump, 75 per cent.		

ROPE AND TWINE.

Sisal.....	0 09
Pure Manilla	0 11
"British" Manilla.....	0 09½
Cotton, 3-16 inch and larger.....0 21	0 23
" 5-32 inch 0 25	0 27
" ¼ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb. 0 33	0 45
Staging " " 0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita .....per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe.....	"	....	0 10
Deer Creek.....	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas.....	"	....	1 50
Water-of-Ayr	'		0 10
Scythe.....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton..		20 00	22 02
' under 40 lb., "			24 00
200 lb. and over.....			00 00

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Nelson, H. W., & Co., Ltd., Toronto

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Taylor-Forbes Co., Guelph, Ont.

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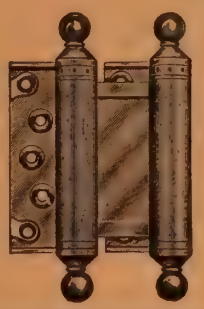
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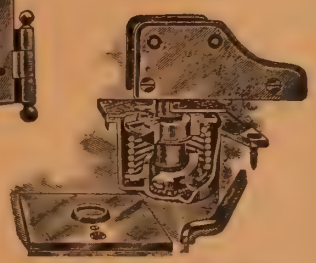
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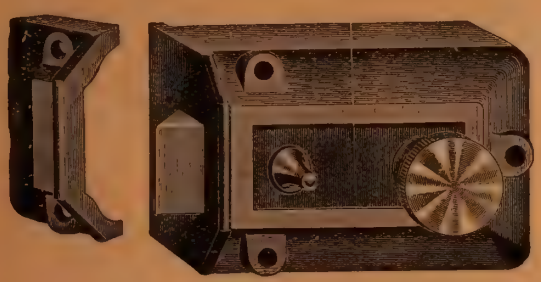
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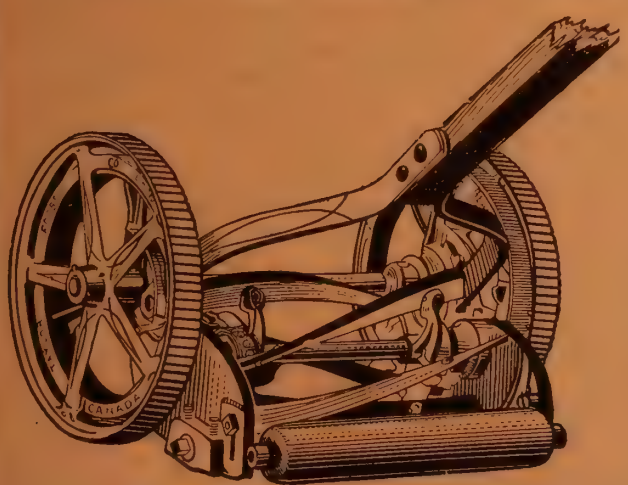
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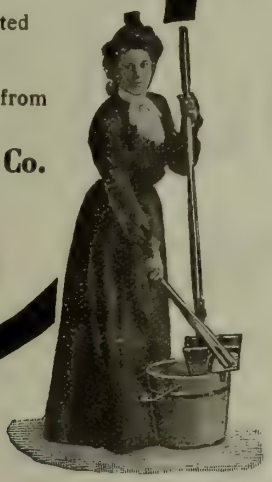
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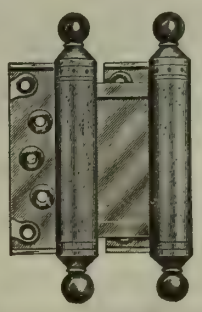
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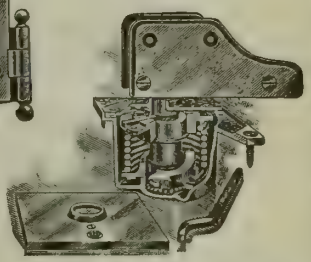


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CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

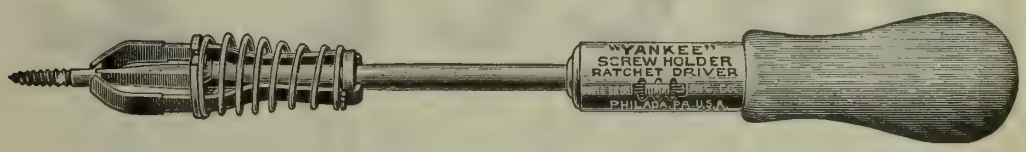
CHICAGO NEW YORK

CATALOGUES ON REQUEST

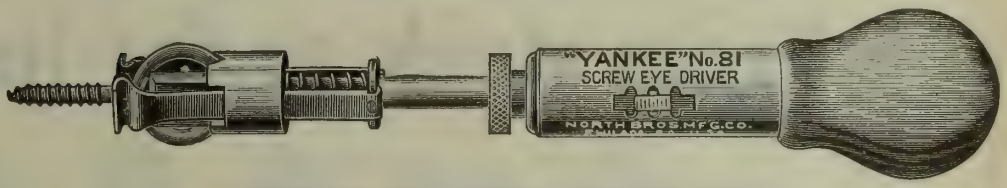
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

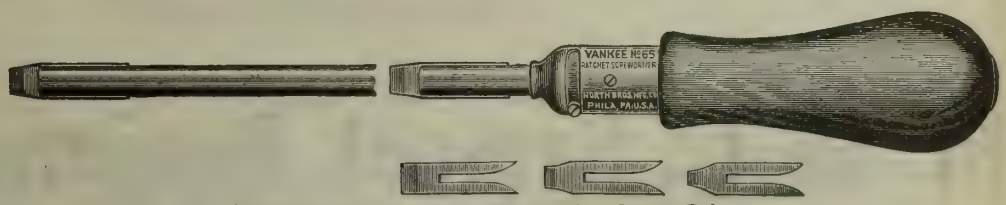
are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Dealers—Take Notice

25 YEARS AGO we began manufacturing Metallic Roofing. The first few years were trying ones, but our policy adopted at the start—**PROTECTION TO THE DEALERS**—together with the fact that only the **Highest Quality Material** is used in the manufacture of our Roofing, won out, and placed us at the **TOP.**

OUR STRONG PROTECTION WALL surrounds the trade. We want your co-operation. Success for you means success for us.

Our Extensive Advertising creates a market. Don't let your competitor reap all the benefit. Get your share.

OUR METALLIC ROOFING stands the test. 25 years has proved it. Send us measurements and get our estimates.

THE METALLIC ROOFING CO., Limited



Manufacturers

TORONTO **WINNIPEG**

589

Sheet Zinc

From stock or for import.

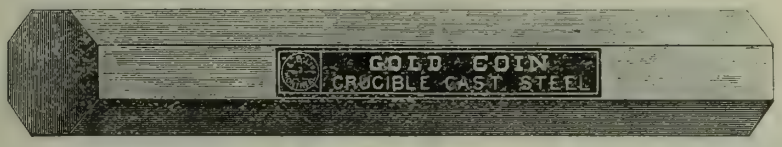
M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

2

Crucible Cast Steel



We are the Exclusive Canadian Agents for

GOLD COIN BRAND

This steel has the largest sale of any individual brand sold in Canada.

If you have Sale or Use for a popular priced line, and have never used this Brand, we would recommend that you send us a sample order.

The Quality is Good and the Price will be an Agreeable Surprise to You

Stock carried in all principal sizes

ROUND, SQUARE, OCTAGON

Flat and Star Pattern on short notice.



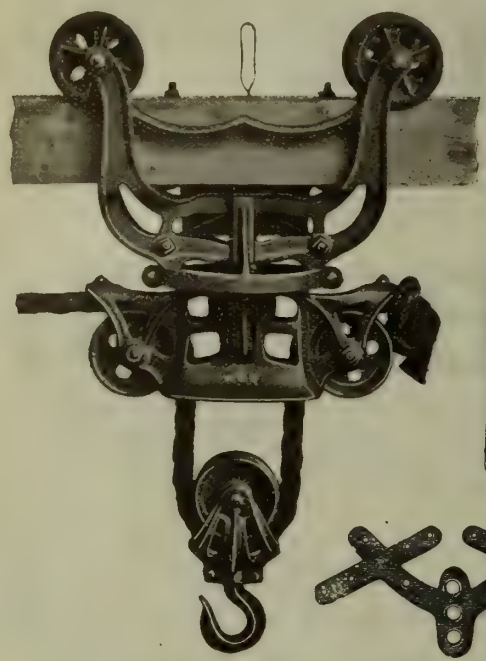
Exclusive Canadian Distributors:

LEWIS BROS., LIMITED

OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

SEASONABLE GOODS

Goods that will soon be called for. Have you ordered your stock yet? There is money in handling this line. We carry one of the largest stocks in the trade.



No 125
Hay Carrier for Wood Track



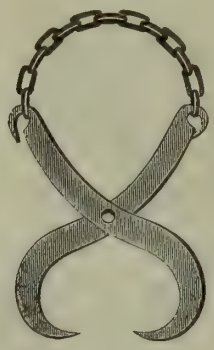
Hay Forks

Rafter Brackets



Rafter Brackets

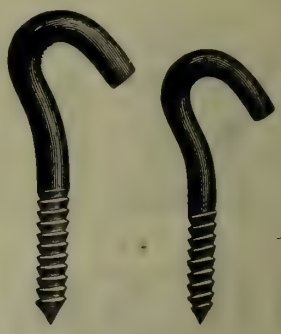
No. 135
Hay Carrier for Steel Track



Rafter Grapples

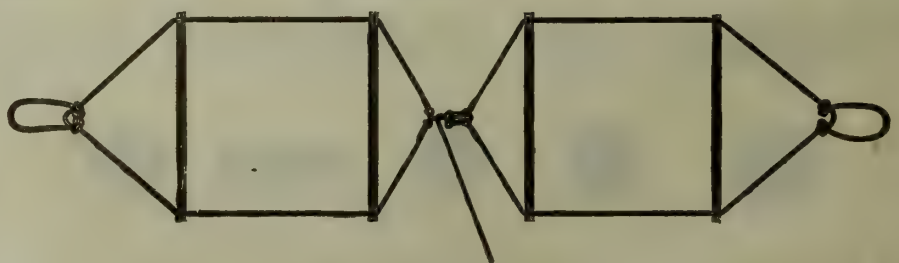


Rope Hitch



Floor Hooks

Send us a Trial Order



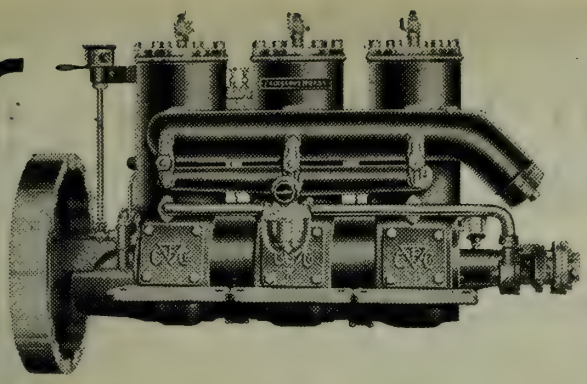
Hay Slings

Let us Quote You Prices

Ask our travellers about this line.

All orders shipped same day as received.

FROTHINGHAM & WORKMAN, Ltd.
Wholesale Hardware and Iron Merchants
Montreal : : : : : Canada
F.&W.



HARDWARE DEALERS

wanted as agents for

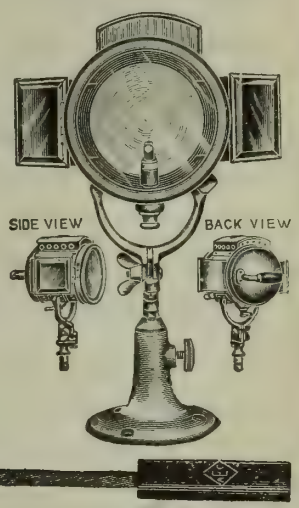
FAIRBANKS - MORSE

MARINE ENGINES and MOTOR BOAT ACCESSORIES



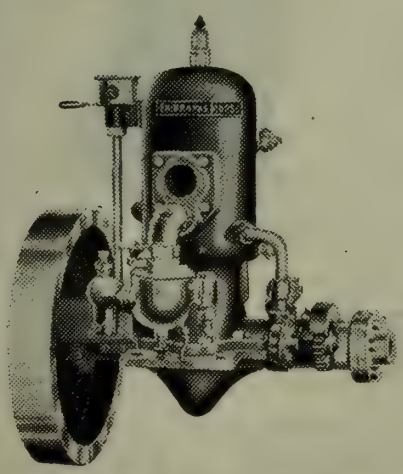
Motor Boat Accessories such as

Dry Batteries, Lamps,
Tiller Rope, Anchors,
Steering Wheels, Deck Fittings,
Spark Plugs, Wire,
etc., etc., etc., etc.,



are now considered a necessary addition to every up-to-date Hardware Stock.

$72.00 and up
Fairbanks-Morse Marine Engines, all sizes, 3½ to 100 h.p.



SEND FOR AGENTS' PROPOSITION

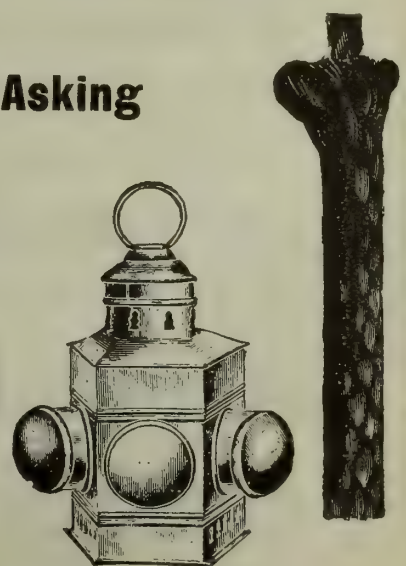
We have just issued a large catalogue of up-to-date Motor Boat Supplies and would like every Hardware Store in Canada to have a copy.

It's Free for the Asking

and we will be pleased to send you our Trade Discount Sheet applying to same.

Write for it to-day

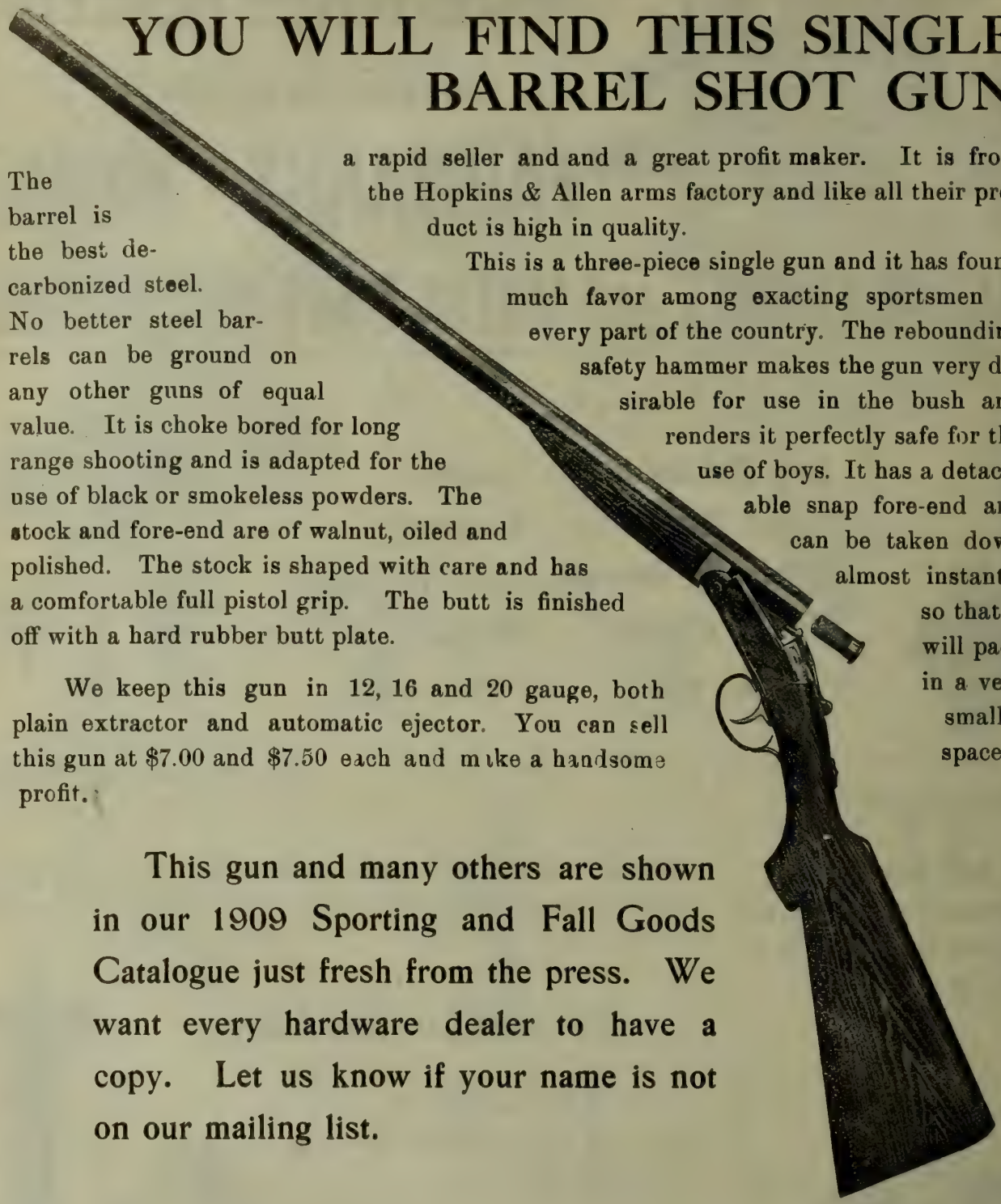
It means money to you



The Canadian Fairbanks Company, Limited

Montreal Toronto St. John Calgary Vancouver Winnipeg

YOU WILL FIND THIS SINGLE BARREL SHOT GUN



a rapid seller and and a great profit maker. It is from the Hopkins & Allen arms factory and like all their product is high in quality.

This is a three-piece single gun and it has found much favor among exacting sportsmen in every part of the country. The rebounding safety hammer makes the gun very desirable for use in the bush and renders it perfectly safe for the use of boys. It has a detachable snap fore-end and can be taken down almost instantly so that it will pack in a very small space.

The barrel is the best decarbonized steel. No better steel barrels can be ground on any other guns of equal value. It is choke bored for long range shooting and is adapted for the use of black or smokeless powders. The stock and fore-end are of walnut, oiled and polished. The stock is shaped with care and has a comfortable full pistol grip. The butt is finished off with a hard rubber butt plate.

We keep this gun in 12, 16 and 20 gauge, both plain extractor and automatic ejector. You can sell this gun at $7.00 and $7.50 each and make a handsome profit.

This gun and many others are shown in our 1909 Sporting and Fall Goods Catalogue just fresh from the press. We want every hardware dealer to have a copy. Let us know if your name is not on our mailing list.

Caverhill, Learmont & Co.

Hardware, Iron and Steel

Head Office and Warehouse,
MONTREAL.

Warehouse at
WINNIPEG, CAN.

SHOWROOMS:
Toronto, 77 York St. Ottawa, 111 Sparks St. Quebec. Fraserville

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only



We Ship Promptly

Our Prices Are Right

Big Trade in Hammocks

Almost any dealer can double his trade in Hammocks by getting the right styles and pushing the sales with the enthusiasm they deserve

Hammocks fit in to splendid advantage with Sporting Goods, and help to attract new business all through the Summer

LETTER ORDERS RECEIVE IMMEDIATE ATTENTION

H. S. HOWLAND, SONS & CO., LIMITED

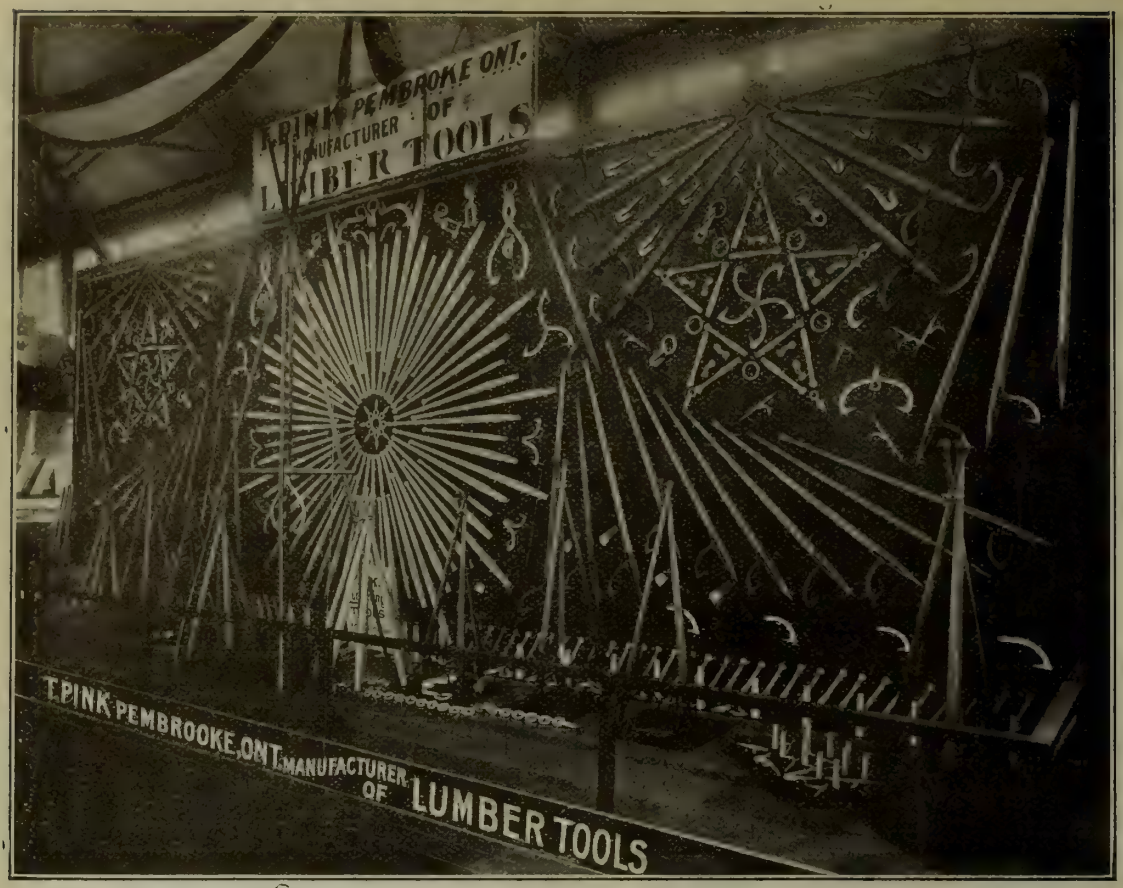
Opposite Union Station

GRAHAM NAILS ARE THE BEST

We Ship Promptly

Factory: Dufferin Street, Toronto

Our Prices Are Right



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Every Little Bit Helps!!

Mr. Hardware Man,—Don't you often find that the "little sales" of the day are a big feature in the day's receipts and are often the lever to larger sales?

The Kaiser Wax Pad and Iron Cleaner

is a "little thing"—retails at 10 cent—but it is a household necessity, something entirely new on the market, a quick and big seller, with a good profit.

Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high-grade finish, equal to first-class laundries. She of course asks the dealer for advice—in return he offers her the common wax—She knows it is impossible to do good work with the common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—THERE SHE IS SURE TO DO HER BUYING—AND LEAVE HER ORDER FOR OTHER THINGS.

A post card to any of our Canadian agents or direct will bring a sample of this great little business getter.



PATENT APPLIED FOR

500 Circulars Packed in Each Gross.

Manufactured by

The Ancker-Thiem Co.

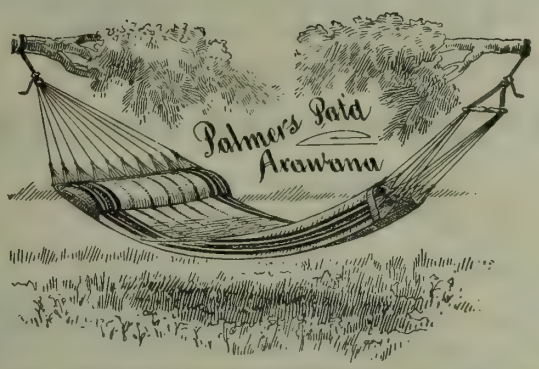
CHICAGO, U.S.A.

Dept. 54

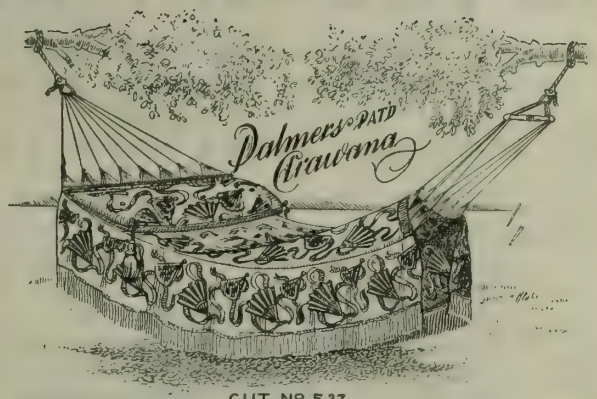
Manufacturers' Agents calling on Hardware trade wanted in all unrepresented distributing centres of Canada.

Canadian Agents:—Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B.C.
R. Grenier & Cie., 130 Rue Du Pont, Quebec.
R. F. Westhaver & Co., 132 Hollis St., Halifax, N.S.

The Hobbs Hardware Co., Limited



CUT Nº 3425



CUT Nº F27.

To the Hardware Man looking for a Profitable Summer Side Line we suggest

HAMMOCKS

Handsome Designs



CUT Nº G17B

Assorted Colors

Order now while stocks are complete. The prices are right.

WHOLESALE ONLY



WHOLESALE ONLY

HAMMOCK HOOKS, CHAINS, Etc.

The HOBBS HARDWARE CO., Limited

Established 1876

LONDON TORONTO

Crescent Brand

Registered



DO YOU GET WHAT YOU ORDER

or do you take whatever they like to send you? An independent merchant surely won't stand for substitution.

WE RECEIVE EVERY DAY LETTERS SOMETHING LIKE THIS:

"Will you please ship us the following Strap and Tee Hinges and Butts. We have told the jobbing house we deal with three or four times to send us goods of your make, but they send on inferior goods we don't want."
One man was so enraged that he said he would not buy another dollar's worth of goods of any kind from that firm.
We think you are taking the right stand and as you have to pay for the goods, you are correct in demanding Hinges that are properly made, and of the best quality.
Our Hinges and Butts suit the people who have to use them, and why should you lose time and money trying to palm off something inferior? Ask for Crescent Brand Butts and Hinges every time and if you are not supplied with them, **MAIL US YOUR ORDER.** They will not cost you any more.

Canada Steel Goods Company, Limited

Makers of High-Grade Butts, Hinges, Etc. **HAMILTON, ONTARIO**

Quick!



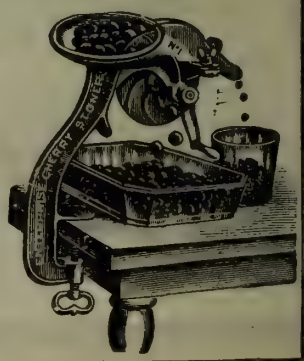
Can't wait when cherries are ripe—must have the right machine, *quick*

Too late, then, to stock up. Better drop a line to your jobber *to-day*

Wherever cherries grow women who know, and 'most all of them do, will want

an "ENTERPRISE"

Cherry Stoner



If you have mislaid that latest red-covered catalogue of ours, write for another copy. No hardware store is fully equipped for business without it.

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Fruit Wine and Jelly Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc.

The Enterprise Mfg. Co. of Pa., **Philadelphia, U. S. A.**

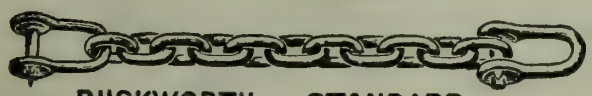
21 Murray Street, New York — 438 Market Street, San Francisco

When ordering chains give the No. of pattern and length over all on cut chains

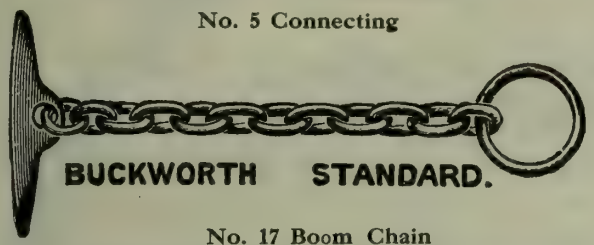




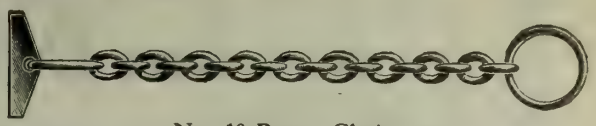
No. 3 Stud Link



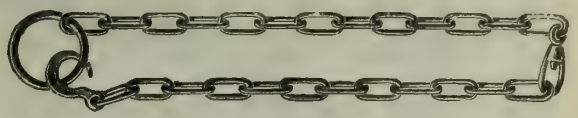
No. 5 Connecting



No. 17 Boom Chain



No. 18 Boom Chain



No. 7 Log or Ox



No. 9 Log or Binding



No. 10 Log or Binding

"BUCKWORTH" Chains are made by experienced workmen from carefully selected material. All Chains are tested by hydraulic machinery, thereby making them absolutely safe to a standard test.

Made in Proof Coil, "B" "BB" "BBB"; Dredge or Crane, Pulley-block, Close and Stud Link, Timbering, Boom and Rafting, Railroad and special Switch and Safety Chains. Also any Chains required made to drawings.

WRITE FOR CATALOGUE and PRICES

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

Something New on the Market



We have just added a new and important branch to our large factory, and for the first time introduce to the public

TURKEY
Feather Dusters

MADE IN CANADA

We are producing the finest dusters ever manufactured. Look for the "bull dog" trade mark.

The feathers are the finest obtainable, while the handles come in a variety of styles.

HERE IS A SPLENDID OPENING FOR YOU, MR. HARDWAREMAN. THE DEMAND FOR FEATHER DUSTERS IS DAILY INCREASING

Buy from the Makers

H. W. NELSON & CO., Limited : : Toronto, Canada

It pays you to Demonstrate

You can make $1.50 profit on each AutoStrop Safety Razor you sell.

No other razor pays you a better profit than this, and no other sells so readily in the hands of a capable demonstrator.

Show your customer how the AutoStrop Safety Razor keeps itself constantly sharp, how it removes all his shaving troubles, and he will gladly give you $5.00 for it.

But—bear this in mind: It is no use merely saying to him "The AutoStrop Safety Razor is a good razor. I can recommend it"—or "The AutoStrop is the best on the market."

To interest and convince him, you must demonstrate to him:



1. How it sharpens itself.
2. How it can be cleaned without taking anything apart.
3. How it pays for itself in a year by doing away with the buying of new blades, necessary with all non-stropping razors.

PRICES:

Retail - - -	**$5.00**
Wholesale	
3 DOZ. LOTS - -	**3.50**
SMALLER QUANTITIES - -	**3.75**

You have opportunities every day of doing this, and a week or two will prove to you that it pays you to demonstrate.

Address your order to your Jobber or to

The AutoStrop Safety Razor Co., Ltd

14 St. Helen St. : : : Montreal

THE NEW UNIT

ASBESTOS
SAD IRONS

A Round of Success

Awaits the dealer anxious to double his sales on Asbestos Sad Irons by handling the latest and best—our No 196 Household Set.

It is the six-in-one set—one set doing six different kinds of work—from bedspreads to the finest linen and lingerie.

Doubles the consumer's purchasing power—increases your profit by making your unit sales 100% larger.

ASBESTOS
SAD IRONS

Millions of women have been told about Asbestos Sad Irons —the demand is created—it remains for you to turn this demand into actual sales.

ASBESTOS
SAD IRONS

"New Unit" show cards for store display, circulars for flooding your town and cuts for newspaper advertising furnished with the No. 196 Household Set.

If the dollar profit on a single sale of Sad Irons looks good to you, write us to-day.

ASBESTOS
SAD IRONS



The Dover Manufacturing Company

Canal Dover, Ohio

Sterling Wheelbarrows and Concrete Carts



We beg to advise the trade that we have secured the Canadian rights to manufacture these well-known Wheelbarrows and Carts, and illustrate here one of many styles made.

These are equipped with Roller-Bearing Wheels, making them push easy, and a trial order will convince any one that they are the best Wheelbarrows and Carts offered to-day.

WRITE FOR PRICES AND CATALOGUE

Selling Agents: ALEXANDER GIBB, Montreal; BISSETT & LOUCKS, Winnipeg; JOHN BURNS, Vancouver

THE MEAFORD WHEELBARROW CO. Limited

MEAFORD, - - ONTARIO

TRADE MARK KEYSTONE BRAND REGISTERED

IT IS DIFFICULT

to make one Broom which will be satisfactory for all purposes, but with the three standard lines

Klondike Jubilee AND Sterling

you can satisfy all demands. These lines have been on the market for twelve years and have never failed to give satisfaction.

Manufactured by

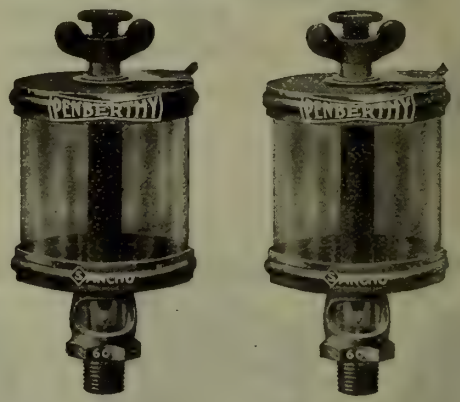
STEVENS-HEPNER CO. Limited

Port Elgin, Ontario

PENBERTHY PENBERTHY PENBERTHY PENBERTHY

"SANCHO"

SIGHT FEED GLASS OILER



SPECIAL FEATURES

Made from best Steam Metal provided with feed regulator and lock nut and our latest pattern cover disc. Very satisfactory for general purposes.

Page 50 of our catalogue No. 22 illustrates this line

FOR SALE BY ALL LEADING JOBBERS.

Manufactured by

Penberthy Injector Company, Limited Windsor, Ontario

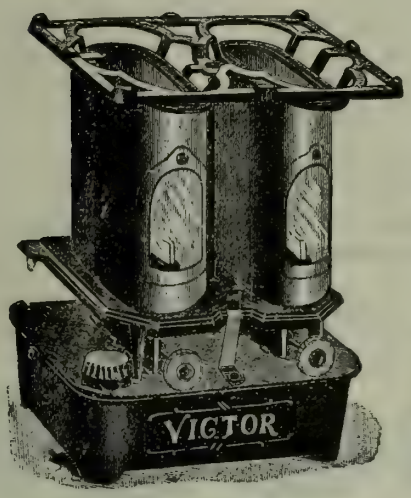
PENBERTHY PENBERTHY PENBERTHY PENBERTHY

KEMP'S OIL STOVES

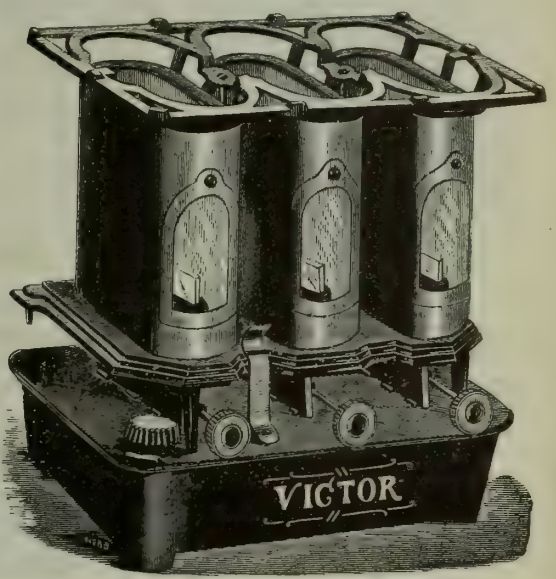
EXTENSION TOPS AND OIL STOVE OVENS



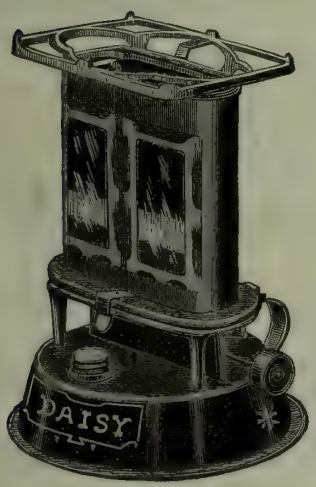
No. 14 VICTOR OIL STOVE
Price per dozen, $10.80.
One burner, 4½ inches wide.
Height, 9¾ in. Weight, 3 lbs., 14 oz.
Packed 12 in a crate, weight 65 lbs.



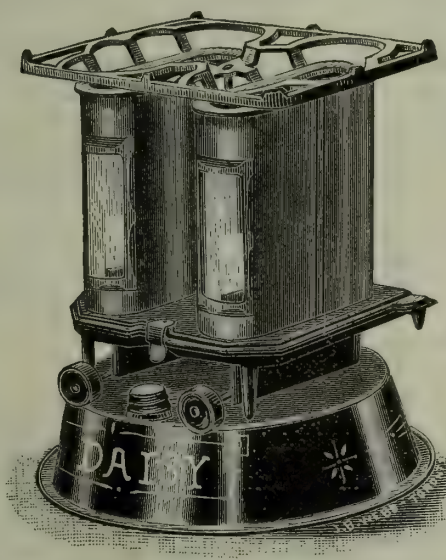
No. 25 VICTOR OIL STOVE
Price per dozen, $21.60.
Two Burners, each 4½ inches wide.
Height, 10⅜ in. Weight, 8 lbs., 15 oz.
Packed 6 in a crate, weight 65 lbs.



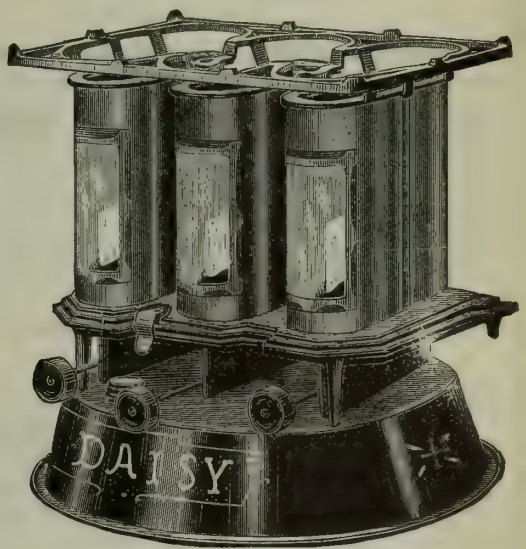
No. 33 VICTOR OIL STOVE
Price per dozen, $32.40.
Three Burners, each 4½ inches wide.
Height, 10⅜ in. Weight, 13 lbs.
Packed 3 in a crate, weight, 50 lbs.



No. 014 DAISY OIL STOVE
Price per dozen, $9.00.
One Burner, 4½ inches wide.
Height, 8¾ inches. Weight, 2 lbs., 7 oz.
Packed 12 in a crate, weight 45 lbs.



No. 025 DAISY OIL STOVE
Price per dozen, $18.00.
Two Burners, each 4½ inches wide.
Height, 9¾ in. Weight, 3 lbs., 14 oz.
Packed 12 in a crate, weight 80 lbs.



No. 033 DAISY OIL STOVE
Price per dozen, $27.00.
Three Burners, each 4½ inches wide.
Height, 10 inches. Weight 7 lbs., 1 oz.
Packed 6 in a crate, weight 60 lbs.

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No. 25 Kemp's Extension Tops.
Price per dozen, $8.88.
No. 25 Kemp's Stove Ovens.
Size, 12¾ x 22¾ x 11¾ inches.
Fitting No. 25 Victor and No. 025 Daisy.

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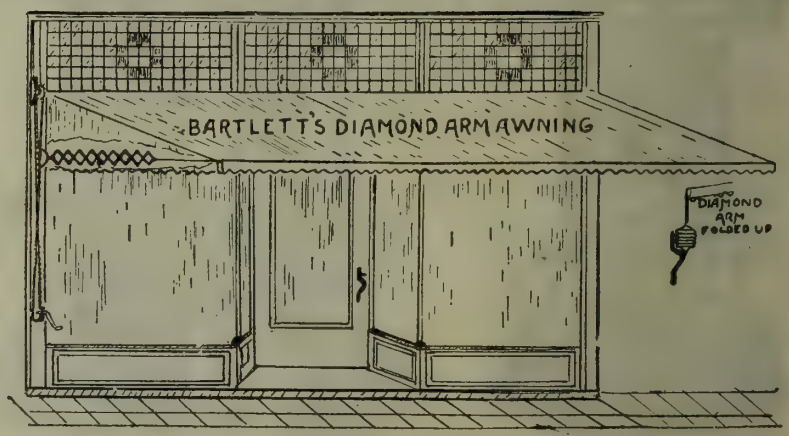
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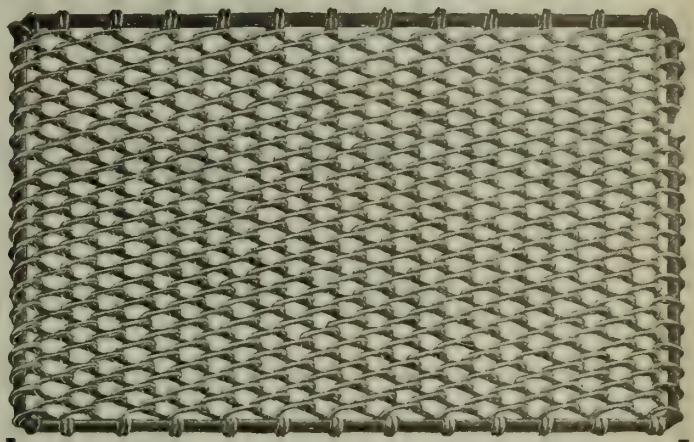
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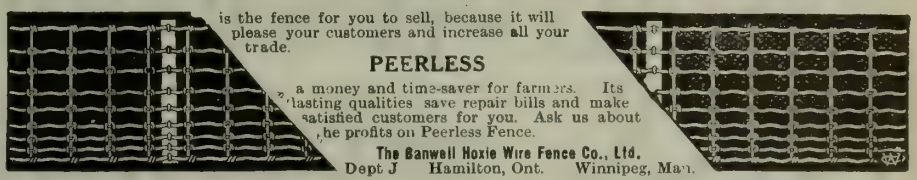
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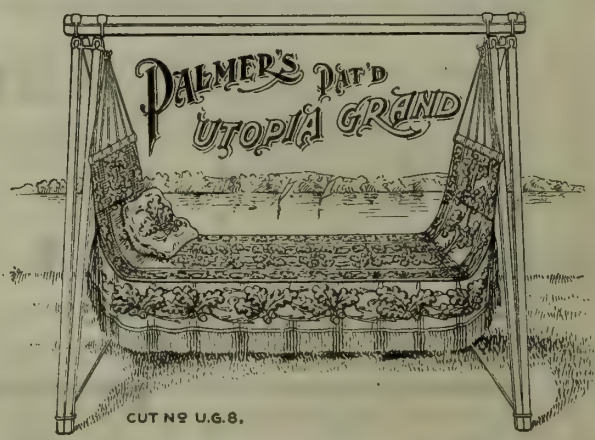
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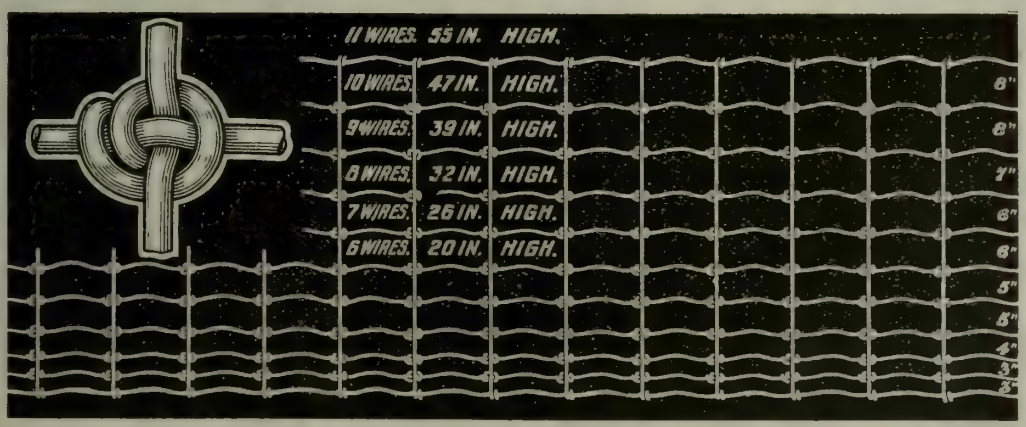
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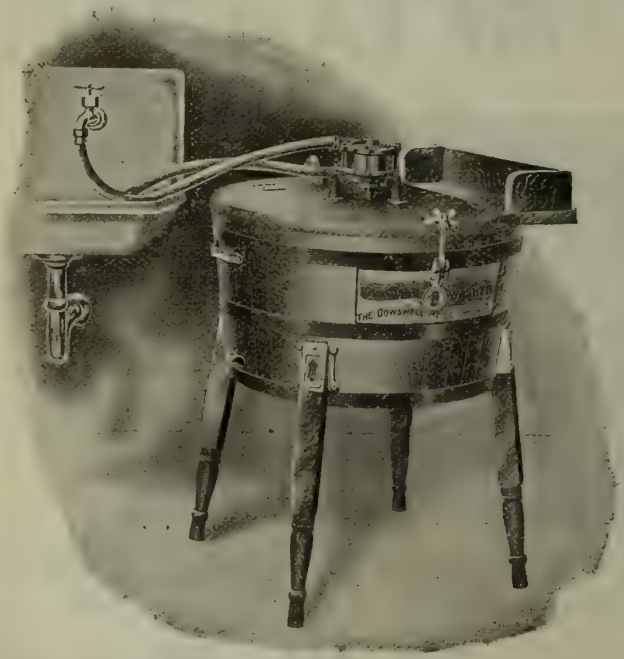
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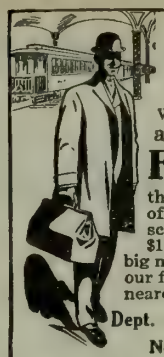


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Very truly,
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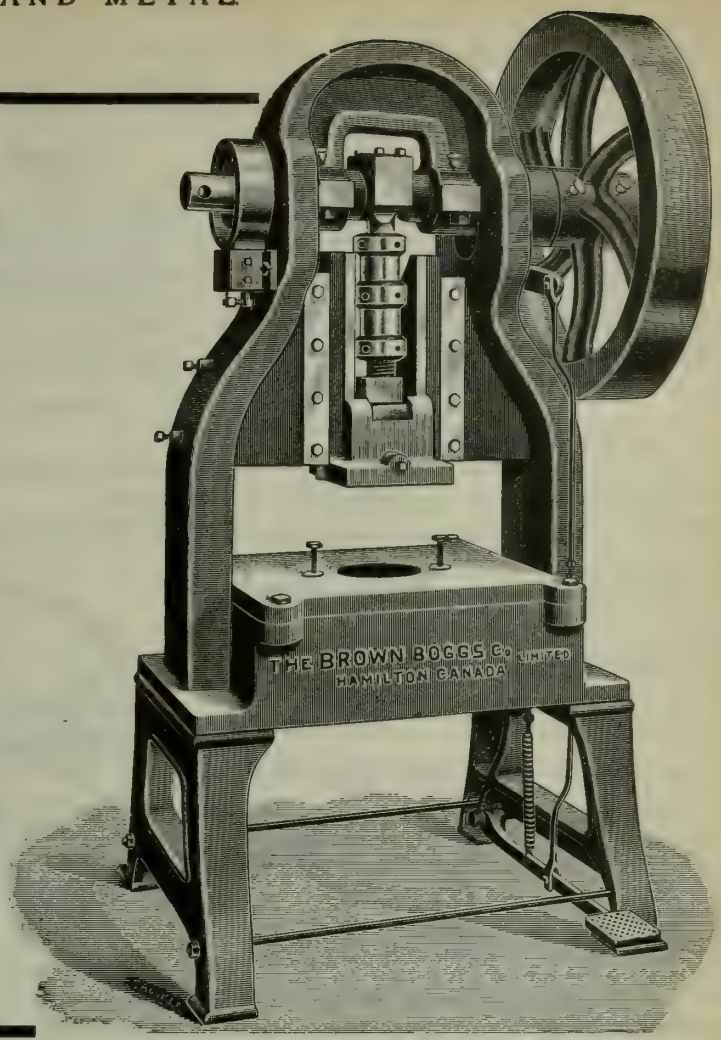
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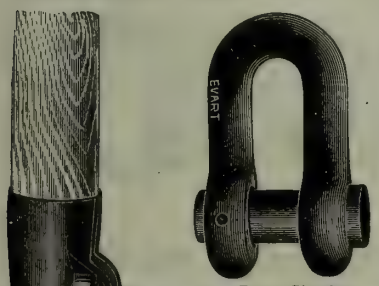
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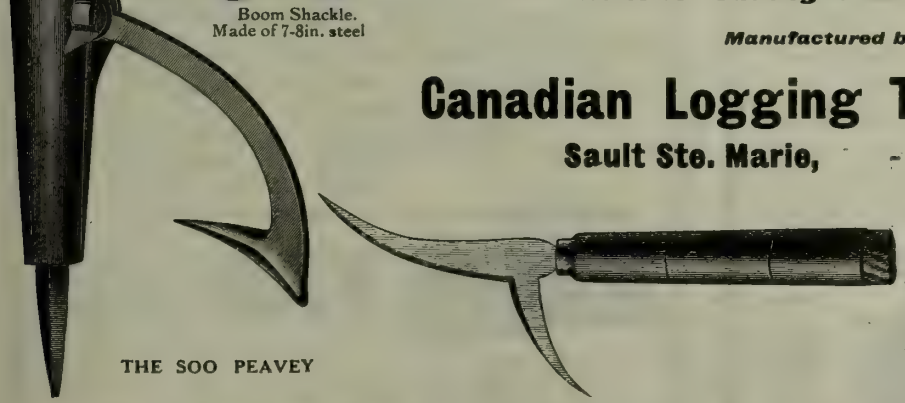
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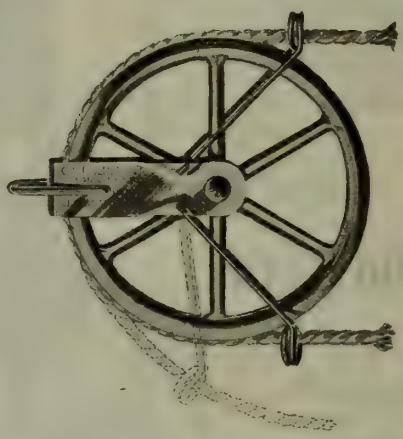
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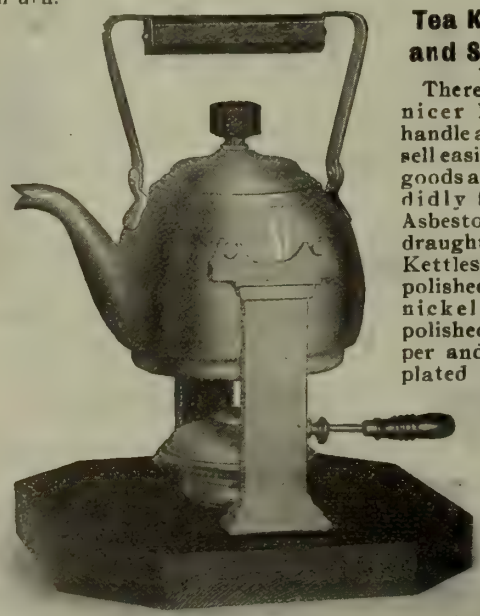
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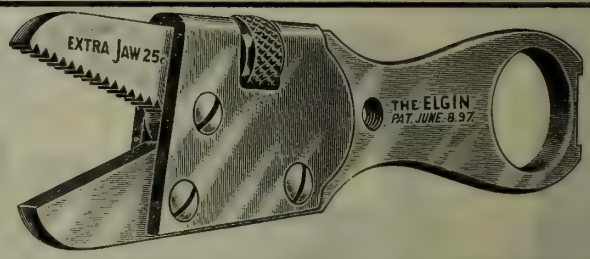
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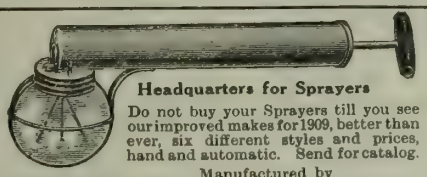
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PORTABLE OVENS.



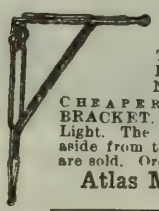
BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

Are you interested in any of the lines that are advertised?
A postcard will bring you price list and full information.
Don't forget to mention HARDWARE AND METAL.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

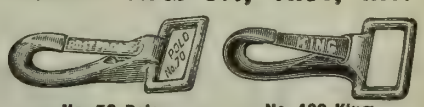
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

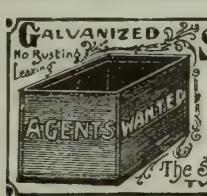
SNAPS.

COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap that has a "snap."
No. 400 King
The Snap without a peer.

STEEL TANKS.



Steel Tanks
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co.
TWEED, ONT.

TOOLS.



TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U.S.A.

Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.
Write for Catalog



VENTILATORS.

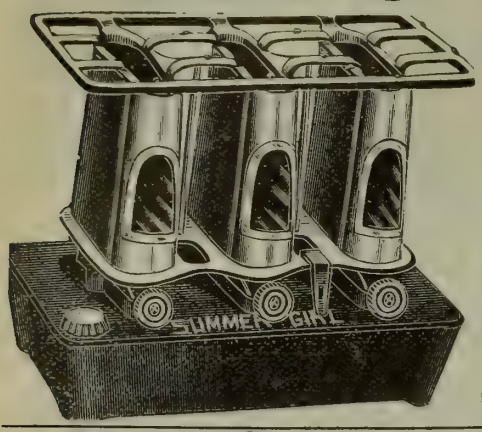


Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

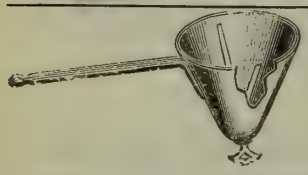
When writing to advertisers, kindly mention having seen the advertisement in this paper.

GOOD LINES FOR THE HOT WEATHER

OIL STOVES



Iron Bottom
"Summer Girl"
1, 2 and 3 burner.
Glass Bottom
"German"
1, 2 and 3 burner.
Tin Bottom
"Eagle"
2 and 3 burner.
"Standard"
"Blue Flame Oil Wickless"
and
Buckeye Junior Stoves
for Gasolene—all sizes



Ice Cream Dishers —Seamless

Two Sizes.
No. 10—1-10 of 1 quart.
No. 5— 1-5 of 1 quart.

SHEPARD'S "LIGHTNING" ICE CREAM FREEZERS

They Excel in

Easy Running

Quick Freezing

Economy

Convenience

Practical Results



Ten Sizes.
With Crank—1, 2, 3, 4, 5, 6, 8, 10, 12, 14 quarts.
With Fly Wheel—14 and 20 quarts.

WE HAVE ON HAND A GOOD STOCK OF THE ABOVE LINES AT RIGHT PRICES

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL AND WINNIPEG

MANUFACTURERS' AGENT WANTED

who calls on both the Retail and Wholesale Hardware Trade of Canada, to handle a

High-Class United States Manufactured Hardware Specialty

Must be an individual or firm of good standing. Line has been well advertised to the Canadian Trade.

Address Box 845, HARDWARE AND METAL



Registered Trade Mark

The Celebrated "Dreadnought" Milling File

A substitute for Files which is revolutionizing File Work. A great cost reducer; a simple and radical improvement on the ordinary style of hand files; it cuts from 300 to 500 p.c. faster than an ordinary file; it is self cleaning; it can be sharpened four times; it cuts equally well all metals, also wood and marble; its cutting edge outlasts from five to ten ordinary files; although practically a rasp, it leaves the surface smooth N.B.—The Dreadnought is adaptable to every job in which ordinary files can be used, expediting the work and doing it better, and for numerous jobs usually milled in machines. Gold Medal, Franco-British Exhibition, 1908. Gold Medal, International Exhibition, Madrid, 1907



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

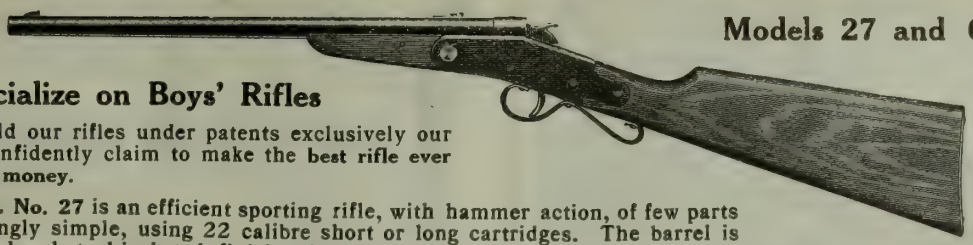
FACTORY, 65 Dalhousie St.

AGENTS { Halifax, N.S.—Austen Bros. | St. John, N.B.—The Jas. Robertson Co., Ltd.
Toronto, Ont.—Nicholson & Ritchie, Traders Bank Bldg. | Winnipeg, Man.—Bissett & Loucks, Limited
London, Ont.—London Engine Supplies Co., Ltd., Richmond St. | Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

The Greatest Boon to the Man Who Shaves Himself

DOUBLE-ACTION STROPPING MACHINE

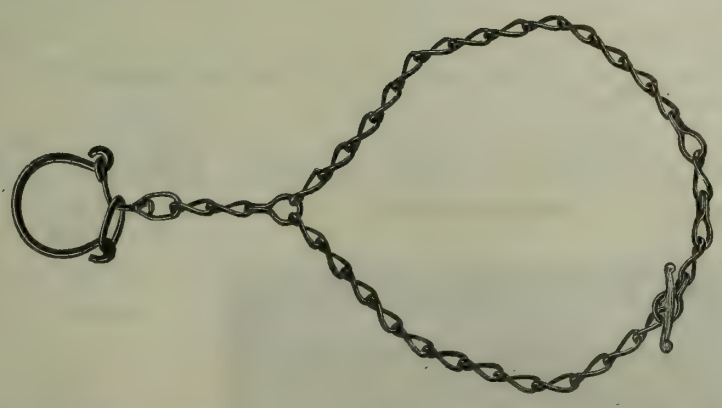
FOR ORDINARY OR SAFETY RAZORS



The majority of men who do not shave themselves will testify it is because they cannot keep their razor sharp. This Double-Action Stropping Machine does away with any such difficulty and makes shaving a delight. No other Stropping Machine will sharpen both sides of the blade evenly and correctly.

Write for our free booklet "Some Pointers for Gentlemen Who Shave Themselves."

McGILL CUTLERY CO. P.O. Box 366, MONTREAL



Our Electric Welded Chains

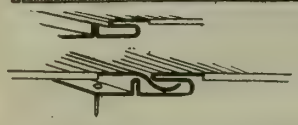
have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

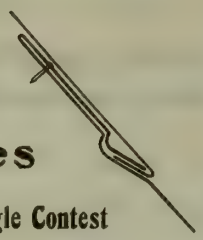
They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.







20 Winners of $5 Gold Pieces

in the

"Crown" Patent Lock all round Shingle Contest

The Competition closes this week and the names of the fortunate hardwaremen will appear on May 22.

WATCH FOR THE LIST NEXT WEEK

McFARLANE & DOUGLAS, Ltd.

"CROWN" CORNICE WORKS : 250-260 Slater St., Ottawa, Canada



CONGO — The only Roofing Guaranteed by a SURETY BOND

IT PROTECTS YOU ABSOLUTELY

A GUARANTEE WITHOUT A LOOPHOLE

When we used to say that Congo 3-ply would last ten years people laughed and replied that "Every body claimed that." When we offered to *guarantee* such service they said "Guarantees mean nothing—the buyer can never enforce them."

So we went to the National Surety Co. and paid them a large cash premium to issue a Surety Bond *with every roll* of Congo Roofing.

These bonds give our customers a real, substantial guarantee *as good as a government bond.*

If the customer's own lawyer drew the guarantee he could not devise an instrument that would give any better protection.

It is because Congo is so tough, perfect and durable that the National Surety Company is willing to stand back of it. They know that we use the *best materials* and the *best methods* and that we watch and inspect every roll. Then we wrap it for domestic use just as carefully as if it were destined for Madagascar or Thibet, and you get perfect, undamaged rolls, every inch of which you can use.

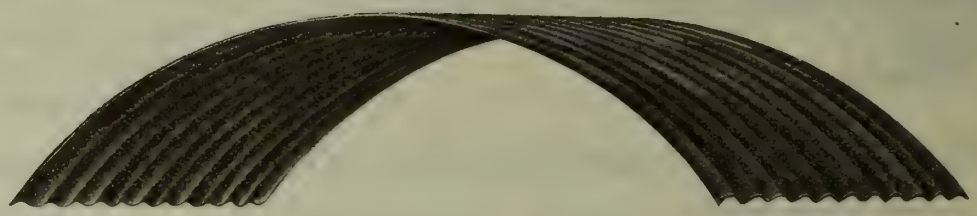
The man that buys Congo gets the most value for his money and *takes no chances.*

We will send you a copy of that guarantee on request—also a sample of Congo Roofing free.

United Roofing & Manufacturing Co., Philadelphia, Pa.

Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal., Mechanics Supply Co., Quebec: S. Hayward Co., St. John, N.B.; Geo. E. Smith & Co., Halifax, N. S.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.



"Galt" Corrugated Galvanized Sheets

See us before purchasing these goods.
Large stock carried in all gauges and sizes.
Redcliffe Sheets only used in the manufacture of our Corrugated Iron. Flat or Curved.
Special prices on carlots or season's requirements.

The Galt Art Metal Co., Ltd., Galt, Ont.

Vancouver
Morrison and Morrison

Winnipeg - - Dunn Bros.

Calgary
Standard Supply Co.



"Brantford" "Roofing"

Free

A Series of Retail Ads.

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads. are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing," it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited

Brantford - Canada

Montreal Branch: 300 St. James St., Montreal, Que.

ANOTHER NEW ONE!



This beautiful Gothic Ceiling Plate will appeal to discriminating buyers. It is correct in design and perfect in manufacture. It will interest your Church Committees, School Boards and Societies. Tell them all about it and

LET US HELP YOU MAKE A SALE.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

Genasco

Ready Roofing

(Mineral and smooth surface).

Do you know what we're doing to help progressive dealers sell Genasco?

We're spending thousands of dollars in national publicity to tell people all about Genasco and keep it continually before their notice in the leading magazines and agricultural publications of the country.

We supply dealers with vigorous ready-made advertisements for local use to follow up our general campaign and bring the customers right into the stores. See how easy this makes selling for you.

Can you afford not to handle a roofing with such advantages?

Get in line and get your share of this paying business. Write to-day for samples and full information.

Genasco is backed by a thirty-two-million-dollar guarantee

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.
Roofers' Supply Co., Ltd., Bay and Lake Sts., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal
J. H. Ashdown Hdw. Co., Winnipeg, Manitoba



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

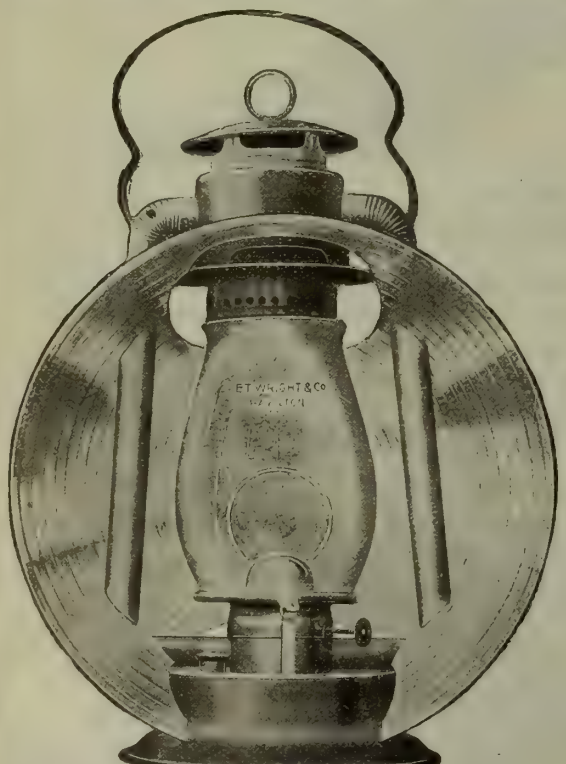
Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Send Your Orders to the Oldest and Largest Manufacturers of Lanterns and Lamps in Canada—

E.T.WRIGHT & CO.

HAMILTON, - CANADA

The name is a guarantee of quality



No. 25—Reflector Lamp, with Dash Attachment. For all out-door purposes.

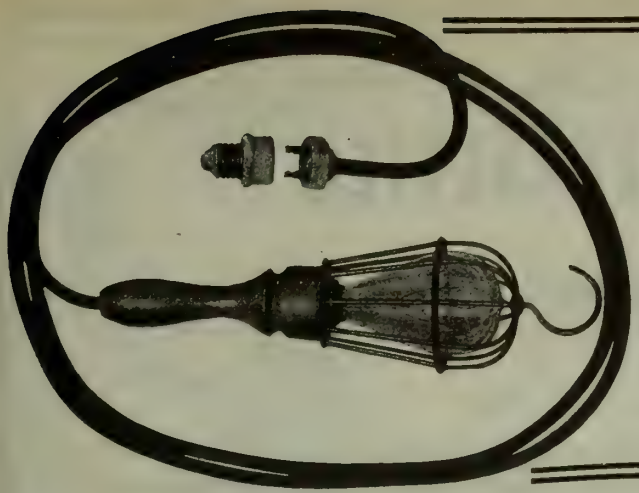


No. 4—Cold Blast, with patent unexcelled side lift. This is also made Japanned with Brass Well, and with Dash Attachment.



C—Lift Pattern, Tubular.

ALL FITTED WITH WRIGHT'S RUBBER CRYSTAL GLOBES—NO EXTRA CHARGE

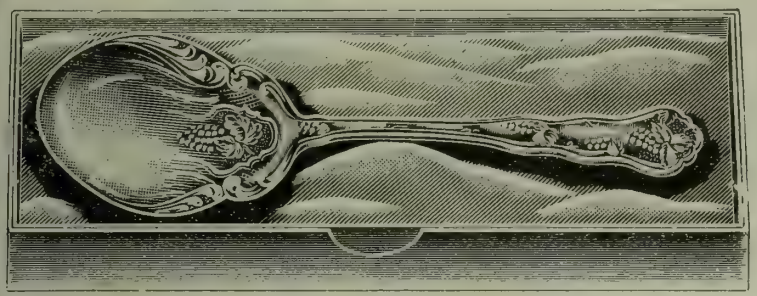


Pringle Portable Lamp Guard

This improved Guard is the best on the market, and also the cheapest.
It is rust proof, hence can be used in any damp place.
You waste no time in wiring this Guard.
State the quantity you will use, and we will send our net price.
Made for 16 and 32 C.P.

The R. E. T. Pringle Co., Limited

MONTREAL **WINNIPEG**



In Many Pretty Patterns

This is a sample of our Berry Spoons

They are chaste in design, artistic in conception, beautiful in finish and are made with either silver or gilt bowls. No better line to handle could be made.

Write for our catalogue

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



The "NORKA" Two-Grooved High-Speed Twist Drill

The Drill Without a Tang

This is the latest thing in the High Speed Twist Drill line, and the Drill that will cut down your cost of drilling.

It has great strength, because it is twisted while hot, therefore, the grain of the steel is not disturbed.

There are no tang troubles because a piece of the stock is left untwisted, forming the shank, and the jaws of the Chuck fit perfectly into the grooves of the shank, not only holding the Drill, but also centering it.

It will pay you to write for our Catalogue No. 72, which shows our complete line of High Speed Tools.

TRADE MARKS W&B

The Whitman & Barnes Mfg. Co.

Canadian Factory and Sales Office: **St. Catharines, Ontario**

BANNER TRADE MARK

COAL OIL LIGHTING SPECIALTIES

BANNER TRADE MARK

WE MAKE

"BANNER" Cold-Blast Lanterns, plain, japanned, coppered, brass well, plain top; brass well, japanned top; plain dashboard, japanned dashboard.
"BANNER" Searchdash Japanned Lanterns.
"BANNER" Searchlight Lanterns, japanned No. 20.
"CLIMAX" Tubular Lanterns, plain, japanned and dashboard.
"BANNER JUNIOR" Lanterns, plain tin, all brass, and brass nickel-plated.
"LITTLE BOBS" Lanterns, tin, antique copper, and all brass.
"UNIVERSAL" Table Lamps.
"SETTLERS" Wall or Table Lamps, japanned.
"HANDY" Wall or Table Lamps, japanned.
"SAFETY" Hand Lamps, japanned.
"JEWEL" Hanging Lamps, copper plated.

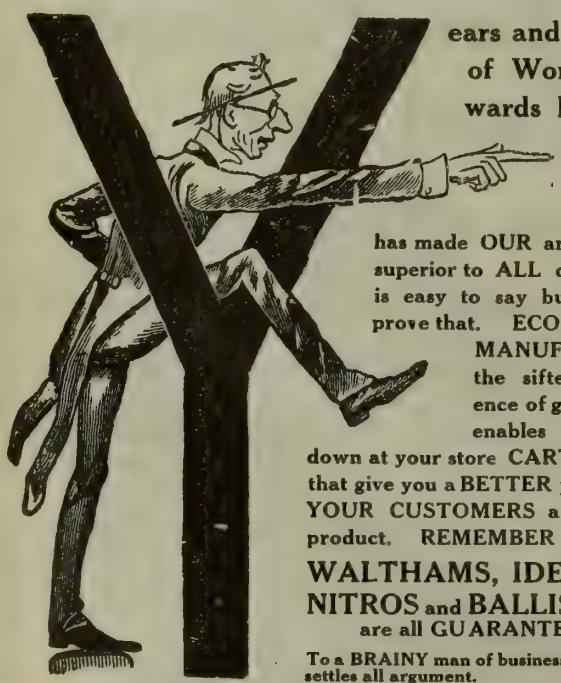
HANDLED BY ALL LEADING JOBBERS

MANUFACTURED BY

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ontario

Established 1802

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

Adjustable "S" Nut Wrench



The most useful tool for working in confined corners and other places where a monkey wrench is next thing to useless. The operating nut is so placed as to be easily adjusted by the thumb of the hand holding the wrench.

Our catalog will interest you—Send for a copy.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U S A.

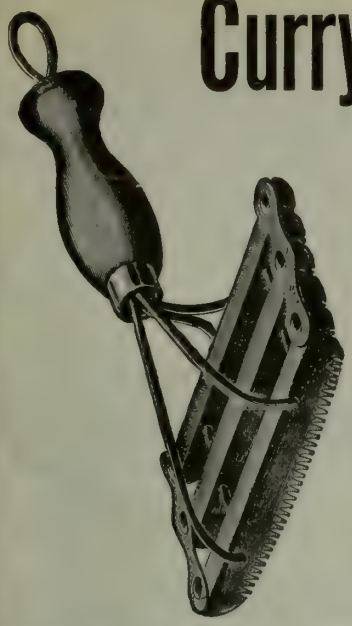
TRADE B&C MARK



CORN and BEAN PLANTERS

King of the Field, the best hand planter made. Triumph, the cheapest good planter. Step Ladders. Curtain Stretchers. Folding Ironing Boards. Folding Clothes Bars.

Otterville Mfg. Co., Limited
OTTERVILLE - ONTARIO



Curry Combs

are made

In

Hamilton

at the works of

The Burrow, Stewart & Milne Co., Ltd.

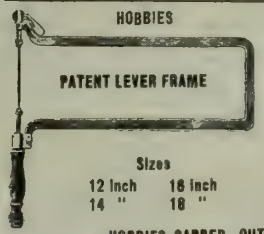
The largest manufactory of Curry Combs under the British Flag

ALL STYLES AND VARIETIES

Packed one dozen in paper box and twelve boxes in a case.

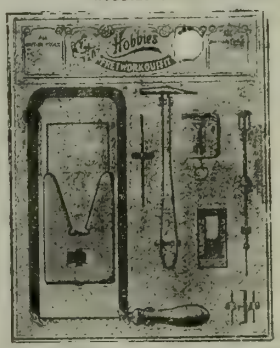
HOBBIES TOOLS are "ALL BRITISH"

HOBBIES LIMITED are the only manufacturers of Fretsaw Blades, Hand Frames and Fret-cutting Machines in the United Kingdom. Lists and terms will be sent on application.



Sizes
12 Inch 18 inch
14 " 18 "

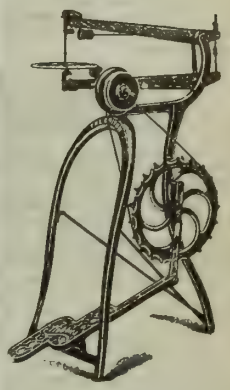
HOBBIES CARBED OUTFITS



These Outfits are made in many sizes. All tools are attached by steel clips.



HOBBIES FRETSAWS
Nine sizes supplied.



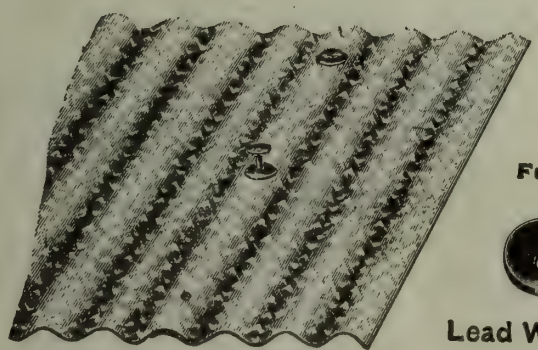
BRITON FRETSAW

This the cheapest Fret-cutting Machine in the world. Many other Fretsaws are manufactured by HOBBIES LIMITED.

HOBBIES LIMITED in response to numerous inquiries have sent their representative, MR. C.R.BLOXAM, to Canada; he hopes to call upon the principal Ironmongers, Hardwaremen and Tool Merchants:—Letters may be addressed to him, c/o. The MacLean Pub. Co; Montreal, Eastern Town'p Bk. Bldg; Toronto, 10 Front St.E; Winnipeg, 511 Union Bk. Bldg.

HOBBIES LIMITED MANUFACTURERS, DEREHAM, ENGLAND.

LEAD WASHERS





Lead Washer

The illustration opposite shows the application of our **LEAD WASHER** to **CORRUGATED IRON ROOFING** and **SIDING**. The advantage in using same is that it makes an absolutely **WATER-TIGHT JOINT, PREVENTS LEAKING** and **RUSTING** at the nail hole, thereby prolonging the life of a **ROOF.** Send for samples and special prices.

325 Washers to the lb. Packed in Boxes of 100 lbs.

THE CANADA METAL CO., LIMITED, TORONTO, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

CASH REGISTER, high grade, nickel plated. Registers one cent to twenty dollars. Perfect condition guaranteed. Half price, $55.00. The R. O. Smith Co., Orillia, Ont. (23)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Second-hand cornice brake; eight or ten feet. Give full particulars and price. J. W. Kennedy, Georgetown. (19)

WANTED—Set second-hand tinsmiths' tools. State price. Box 838, HARDWARE AND METAL, Toronto. (19)

WANTED—Toggle Press. Apply Box 844, HARDWARE AND METAL, Toronto. (24)

AGENCIES WANTED

SPECIALTIES WANTED—If you have any new good little household article or device that will sell quickly, send us particulars. Business Men's Commercial Bureau, Winnipeg, Man. (19)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—At once, manufacturer's agents for New Brunswick and Nova Scotia to handle line of Washing Machines and Clothes Wringers. Box 839, HARDWARE AND METAL, Toronto. (20)

WANTED—By Montreal hardware and manufacturing company, two representative agents. Location, Vancouver for British Columbia; Edmonton or Calgary for Alberta and Saskatchewan. Address Box 846, HARDWARE AND METAL, Montreal.

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HARDWARE and Tinware business for sale. Good clean stock, up-to-date fixtures, good turnover. Box 835, HARDWARE AND METAL, Toronto. (19)

FOR SALE—First class stock of hardware and tinware. Doing good business in one of the best tinsmithing and furnace sections in Ontario. Lots of work ahead. Stock about $4,500. Can reduce stock to suit purchaser. Owner has other business in west. Apply Box 839, HARDWARE AND METAL, Toronto. (20)

GENERAL hardware store in city of Montreal, splendid location stock $7000. Exceptional opportunity. Good reason for selling. Apply Box 10, HARDWARE AND METAL, Montreal. (20)

WELL established general hardware business in a central Ontario town, surrounded by excellent farming district. Two railways. A good opportunity for young man. Best of reasons for selling. Box 825, HARDWARE AND METAL, Toronto. (19)

HARDWARE BUSINESS FOR SALE in good live town 100 miles east of Toronto. Address Box 841, HARDWARE AND METAL, Toronto. (24)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tinware business, with tinshop tools. Stock about $4,000. Can be reduced to suit purchaser. This is a good growing business in a splendid section of country. Good reasons for selling. Apply Box 832, HARDWARE AND METAL, Toronto. [23]

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner lamps can be received by return mail by applying to our representatives or direct to THE PITNER LIGHTING CO., Limited. 36-38 Lombard St., Toronto, Ontario.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

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WANTED—A traveling salesman for the province of New Brunswick by wholesale hardware house of Montreal. Only A1 men need apply. Address Wholesale, Box 2310, Montreal. (tf)

WANTED—At once, manager's assistant for retail paint department. Only experienced men need apply. Ashdown Hardware Co., Retail Store, Winnipeg, Man. (22)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SALESMAN, 12 years' indoor and traveling experience, wants position with wholesale or jobbing house. Box 830, HARDWARE AND METAL, Toronto. (19)

SITUATION WANTED by hardwareman; married, 8 years experience in hardware, stoves, tinware; best of references, also holding a commercial diploma. West preferred. Apply Box 836. HARDWARE AND METAL, Toronto. [19]

SITUATION WANTED with plumbing or heating firm or supply house by young man, single, with 8 years practical experience at the trades. Good commercial education and training. Box 45, HARDWARE AND METAL, Winnipeg. (20)

TINSMITH, with 2½ years experience, wants position as improver. Apply Box 840, HARDWARE AND METAL, Toronto. (20)

HARDWARE SALESMAN with seven years retail experience wants a good position. Best references. Box 842, HARDWARE AND METAL, Toronto. (21)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.



Jewel Stoves and Ranges

In all up-to-date features, in perfect construction and beautiful finish, there is no line of stoves and ranges that can surpass the **"Jewel Line."**

We show this week the

Arctic Jewel Steel Range

A new Four Hole Range made especially to meet the demand for a small steel range of good quality **at a very moderate price.**

Size of Oven is 16 x 19 x 10 inches.

The **Fire Box** is large and fitted with our special **Combination Crate** for burning either Coal or Wood, and no special wood linings are supplied.

The **Arctic Jewel** can be supplied either with Cabinet Base or with Legs, with Reservoir or without, with or without High Shelf or High Closet.

The body of the range is made of polished steel and presents a very nice appearance.

Every variety of COOKING STOVES and RANGES, HEATING STOVES and WARM AIR FURNACES are manufactured by

The Burrow, Stewart & Milne Co.,
HAMILTON, ONT. **Limited**

35,000 Kelsey Warm Air Generators Sold



The Kelsey Warm Air Generator

We are not giving these figures showing the number of Kelseys sold since 1889 (when three heaters were sold) with any other motive than to impress you with the fact, that, although Kelseys cost more to produce than other heaters, they have made good because of sheer merit and good results accomplished.

IN COMPETITION with cheap furnaces and good furnaces, and steam and hot water heaters, the Kelsey has steadily forged ahead ; the sales have constantly increased, and to-day more good dealers are urging Kelsey sales than ever before.

Kelsey Heating is for Homes of Any Size, and for Churches and Schools, and there's no heater or system of heating for these purposes that is better at any price

ANY DEALER who will explain the many advantages of the Kelsey will have little difficulty in selling to those people who consider comfort, health and efficiency above the matter of a low first cost.

SEND NOW FOR OUR NO. 5 BOOKLET AND BOOK OF "OPINIONS" and for AGENCY PROPOSITION

James Smart Manufacturing Co., Limited

WINNIPEG, MAN. BROCKVILLE, ONT.

The Experience and People Back of Sunshine Furnace

Three Score Years of Application.

Sunshine Furnace is the triumph of sixty-one years' experience—a growth from a small tinshop to 16½ acres of floor space.

From a half dozen artisans to fifteen hundred.

From an annual wage sheet of $4,000 to one of $670,000.

From a capital of Energy to one of $3,000,000.

From obscurity to recognition as Largest Makers of Furnaces in the British Empire.

When Sunshine Furnace was placed on the market it was the first furnace to be wholly and solely designed by a Canadian Company.

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Through our great shipping facilities at head office, and great warehousing facilities in leading centres of the Dominion, we are enabled to supply your dealer on shortest notice with the furnace you require, and through him to give you our practical advice and counsel free of charge.

And we pay out Fifteen Thousand Dollars per week that we may be able to obtain the services of men who can produce a perfect working furnace.

And in our head office factories alone we occupy more than two blocks of London's soil that we may have the necessary space and facilities to manufacture a furnace most securely and most economically.

And the bulk of the men in our employ are infused with the McClary Ideal from boyhood—start in at the bottom of the ladder with us—and thus step by step they realize how we put our very selves into the making of each furnace.

☞Do you wonder that Sunshine Furnace is sold in nine provinces? Do you wonder that our business grows bigger day by day?

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It Pays to Sell the Stove People Read Most About

The general publicity we offer you this year will make selling the Gurney-Oxford line the easiest you've ever known. Our line also is by far the most representative you could handle and with the new designs we have to offer you, this year's business should certainly be the best ever.

The Gurney Foundry Company, Limited

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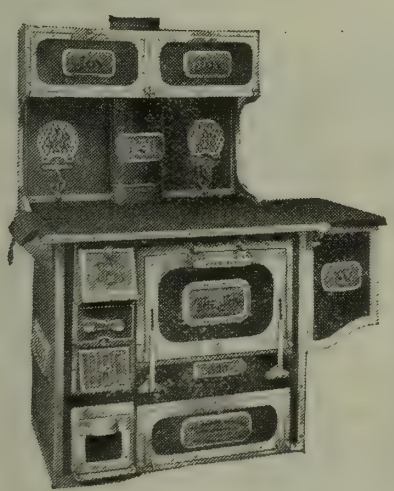
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The Range That You Should Sell is the

"Joy Malleable"



It will pay you to concentrate on this range. It has so many improvements, is of such splendid material, so soundly built and scientifically constructed, that its many good points can be seen at a glance.

IT WILL NOT WARP, CRACK OR BREAK

These sizes are ready: **No. 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.** Shipping Warerooms in Toronto, Winnipeg and Vancouver.

The CANADIAN HEATING & VENTILATING CO.

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Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
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The Enterprise Blazer Hot Air Furnace

With Latest Improvements for 1909



Made in the most Modern Stove Foundry in Canada.

Every one in this country who sells furnaces should carefully investigate the merits of

The Blazer

It will pay to do so.

It has many original improvements of great merit, including

Fisher's Patent Fire-pot

Every dealer will want this as soon as he sees it.

The **BLAZER** has also many other features which put it in the front rank and make it an easy seller.

It is built for satisfaction and service and sold at a moderate price.

Illustrated circular with prices and full description on application to

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MAKERS OF HIGH-GRADE STOVES AND RANGES

DISTRIBUTING WAREHOUSES:

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BATH—Enameled Iron, with large roll rim, combined supply and waste fixture, combination shower and shampoo nickel plated, with rubber curtain $82 50
Sitz Bath, with combined supply and waste fixture, N. P. 47.25
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CLOSET—"Simplex" low tank syphon-jet with oak or cherry woodwork. 26.50



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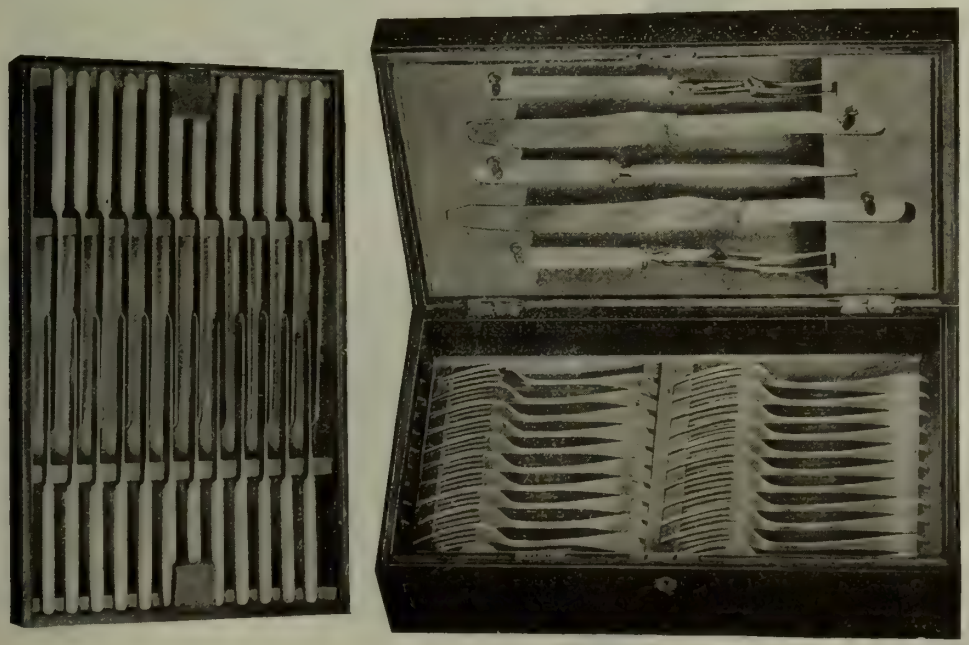
"QUALITY" Low Tank Closet Combinations

ELGIN	ASTORIA	SIMPLEX
wash-down	large square back syphon-jet	syphon-jet

The JAMES MORRISON BRASS MFG. CO., Limited, 93-97 Adelaide St. West TORONTO

HEADQUARTERS FOR CABINETS of All Sizes and at All Prices

Ideal Wedding Presents **Stock on Hand for Immediate Delivery**



R620 - Union Cabinet—53 pieces, $20.00

All cabinets fitted with highest grade Sheffield Cutlery and Silverware.

John Round and Son, Limited, Coristine Building, **Montreal**

Established 1847 **Factories: Sheffield, England**

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Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

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Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

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We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL



Canada Experiencing a Building Boom

Steady Increases Reported From All Parts of the Dominion—Several Cities Show Increases of Over 100 Per Cent.—This Year Likely to Surpass All Previous Records.

As the season advances evidence increases of the vast volume of building projected in Canada during 1909. The late spring and rainy weather in the first part of May has delayed much work and held back sales of many classes of goods, but notwithstanding this architects and contractors are working overtime on plans for new buildings and civic officials are issuing permits amounting to figures far ahead of 1908 and in many cases surpassing the big totals of 1906 and 1907. As building authorities have said, it seems no longer a question as to whether Canada will surpass all previous records, but more of a matter of speculation as to how great the gain will actually be on the year's work.

Complete returns for the first four months of 1909 are not yet obtainable as the building departments in many places are considerably behind in their work, but those sending figures show that April has been a big month and if the pace set is kept up hardware manufacturers and merchants will require large stocks of the supplies needed to finish the buildings to be constructed this season.

Toronto's Building Boom.

Toronto's record for new buildings in 1908 was $11,795,436, the first four months having a total of $2,740,858. Against this the figures for the four months up to May 1, 1909, show a total of $4,940,298, an increase of $2,200,000 or almost 100 per cent. At this rate the permits for 1909 may reach the remarkable figure of $20,000 000 if the pace is kept up. In March Montreal had also shown an increase of 90 per cent. over last year with permits for $376,275, while Winnipeg, with $851,700 in March, showed an increase over the same month in 1908 of 646 per cent. Halifax in March had an increase of 273 per cent., Fort William, 269 per cent.; Edmonton, 232 per cent., and Calgary 125 per cent.

Ontario cities show great activity with estimates for 1909 amounting to $2,000,000 in Ottawa, where the greatest building boom in the city's history seems to be on, $1,500,000 in Hamilton, $1,000 000 in London, $300,000 in Kingston, $250,000 at Galt, $100,000 at Chatham and so on in scores of other towns and cities.

Winnipeg and the West.

Winnipeg's building permits have already passed the $2,000,000 mark and, including the new million dollar union depot, it is estimated that the end of 1909 will find the year's total very close to $10.000,000. Included in this will be apartment houses costing $200,000 and $100,000; twelve-storey office building, school, costing $80,000; bank $250,000 and many other large structures. Edmonton will have about $2,000,000 of public and other buildings erected this year, the bulk of this work being on the new Parliament buildings. Saskatoon is to have $500,000 spent on University buildings and as much more on other structures. Calgary too, is forging to the front with a large number of wholesale houses and factories. Lethbridge issued to the beginning of April permits valued at $195,485. Kenora will witness building operations for the season aggregating $175,000. Among the new buildings will be a tourist hotel, $75,000; court house, $40,000; gaol, $10,000; Oddfellows' block, $15,000. The Lake of the Woods Yacht Club will erect a club house, and a summer hotel at Keewatin Beach will cost $30,000. Minnedosa will have new buildings aggregating $100,000. This includes a new court house at $40,000, a public school at $20,000, several business structures and at least ten new residences. Macleod will see at least $500,000 spent on buildings during the summer. The Bank of Commerce is putting up a block to cost $75,000. Brandon is to have this year a new court house at a cost of $100,000. The new Methodist church will cost $15,000. Permits have been taken out for other business buildings totalling $60,000 and for residences totalling $50,000. Yorkton is to have this year a new post office at $75,000; an addition to the monastery of the Redemption Fathers, $35,000; a Presbyterian church, $16,000; two brick blocks, $10,000 each, and sixteen new residences. Several other places will also be the scene of building operations of considerable importance. Manitou will see spent in this way $100,000; Portage la Prairie, $50,000; Pincher Creek, $150,000; Maple Creek, $30,000; Carberry, $60,000; Gimli, $25,000; Morris, $20,000; Oak River, $20,000 Gretna, $8,000; Cranbrook, $200,000.

Millions Spent by Railways.

The Western Provinces are also to be favored with enormous sums to be spent on railway development, railway officials having estimated these at $12,000,000 to be outlayed by the Canadian Northern, $10,000,000 by the Grand Trunk Pacific, $6,000,000 by the Canadian Pacific, and a considerable sum by the Great Northern Railway. In addition to this is the estimated number of 200,000 new settlers, 70,000 of whom will come with an average wealth of at least $1,000, making $70,000,000 to be spent by these settlers alone.

British Columbia, too, is again enjoying prosperity with its lumber and mining industries and the many towns in the interior as well as on the coast are all growing rapidly, with numerous buildings being erected. Victoria is keeping up the boom it has been enjoying for a couple of years while in Vancouver, where in 1907 it was claimed that the city would have 100,000 population before the end of 1910, the statement is now made in the local press that the population has already reached that mark. During the next few years it is expected that thousands of suburban homes will be built on the splendid view points overlooking the Fraser River and Gulf of Georgia to the south, and Burrard Inlet and Vancouver to the north.

Following are given reports sent in by some correspondents and readers of Hardware and Metal in scores of places from one end of the country to the other.

Big School at Brantford.

The amount of building permits issued in Brantford up to April 20th is $42,845, exclusive of the Collegiate Institute, which will be erected at a cost of $95,000. The Sanderson-Harold Co. will build a $50,000 factory at Paris.

$250,000 at Galt.

And by the way there will be a lot of building in Galt this year. Already in sight are an addition to Central school, costing $15,000; a new block of stores for Scott & Bennett, plumbers, $10,000; a block of stores (nearly completed) for J. C. Dietrich, $15,000; the building of the Potato Machinery Co., now being finished, $4,000; a $5,000 pattern shop for the Goldie & McCulloch Co.; an addition to the Peter Hay Knife Works, and a number of other new buildings. It is safe to say that $50,000 alone will be spent on stores in Galt this year. And then in the residential line big things are promised. Already more than 20 houses are under way, and a conservative estimate fixes the sum to be spent in house-building in Galt this year at $200,000.

Building Active at St. Thomas.

Up to April 30 the building permits taken out amounted to $49,000. The city assessor reports that likely the month of May will exceed the total for the last three months.

Million Dollars at London.

Judging from the large increase in the number and value of building permits issued during the first four months of the year, it is calculated that before the close of the season permits to the extent of a million dollars will have been issued. Last year the total value of buildings erected was $866,330, including the new hospital buildings and

store, which together accounted for $260,000 of the expenditure. The record for each of the four months is:—January, $24,385; February, $70,800; Macrh, $69,095; April, $177,250; total, $341,520.

That the demand for permits will increase as the season advances will be seen from the fact that for the first four days of the present month permits amounting to $33,075 were issued. The buildings to be erected this year include a number of very fine residences, several factories and warehouses. Another big work which will give employment to a large number of men is the instaling of the Niagara power distributing plant, for which tenders have been asked and which will involve an expenditure of probably $250,000. It will thus be seen that 1909 promises to be a prosperous year for all classes in London.

$100,000 at Chatham.

A summary of building permits actually issued for the first four manths of 1909 indicates that the building outlook for the present year, as compared with 1908, is most encouraging. Up to April 30, 1909, permits aggregating $15,200 had been issued. For the same four months of the previous year the permits issued aggregated $6,270. Thus two and a half times as much building has already taken place this year as took place in the first four months of 1908.

Last year, permits were largely confined to renovations—all of which, over $100 in value, have to be recorded—while this year's permits are for new buildings. Moreover, the fringe of this year's buildings has just barely been touched. Not included in the foregoing are three buildings, any one of which will exceed in value the total amount of permits already issued. One is the addition to the Chatham Wagon Works, just outside the city limits, on which work has been already commenced, and the contract price of which is uncertain. Work is being commenced on the Ursuline College addition, price $27,000; and tenders are being asked by Wilson, Son & Arnold, architects, for the addition to the Chatham Collegiate Institute, to be built during the holidays, and to cost approximately $18,000. In addition, there is a possibility that the building of a sugar factory, capitalized at $600,000, will be commenced some time this year. Leaving this out of consideration, a conservative estimate would place this year's building at $100,000.

Building in the country is even more active than in the city. The biggest item is, of course, the rebuilding of the Sydenham Glass Co.'s factory at Wallaceburg, at a cost approximating $200,000.

Saskatoon Building Trade Active.

Building permits for April amounted to $147,100. They included warehouses for the International Harvester Co., $75,000; Enterprise Hardware Co., $2,000; S. T. Kempthorne, hardware store, $17.000; land titles office, $27,000; F. H. Webb, apartment block, $2,400; residences for N. Benolken, $5,000; C. H. Wentz, $4,000; G. W. Abraham, $2,000; The total figure for the first four months of the year is $180,000. This month is expected to cap that amount. Residences are being built for J. F. Johnson, E. McLaughlin, J. W. Petapiece, A. McDonald, E. W. McGill, A. Ross, H. M. Earle, R. H. Timmins and others. Elford & Cornish, plumbers, are preparing to build a workshop and sample room.

Record Week at Vancouver.

While for one week there was a lapse in the amount of the value of building permits for the preceding seven days to below $100,000, last week made up for it. The last seven-day total is $233,955, for 48 permits. The largest was for $40,000 for a new school at the corner of Clark Drive and Ninth Ave., in a district which has been settled up only during the past year or two. Two permits were for frame apartment houses, one for O. H. Bush, for $38,000, and the other for Thomas Hunter for $15,000. Apartment houses are going up in the best residential districts of the city, with smaller ones even to the outside. The largest dwelling house permit for the week was for William Miller's brick veneer house on Semlin Drive, valued at $10,000.

Making Records at Victoria.

Building permits for April reached the total of $188,000, being very much in excess of the same month of last year. Among the permits issued several were for business blocks, one to be built by Lim Dat for $35,000; one on Broad St. to cost $18,000; B. C. Electric, $8,000; B. C. Land & Investment Co., a fine office block, $22,000. The first four months of 1909 show an increase of $150,000 over the same period last year. Permits for May are showing up well and from indications it will be a record month. Permits to the value of over $70,000 were issued during the first three days, the principal item being the new Central Park school, which is to cost $63,000.

The ratepayers will be asked to sanction the raising of $125,000 for the purpose of purchasing pipe for the extension of the distribution system of the waterworks. The growth of the city has been so rapid and so many new streets have been opened up and the demand for water services so large that all the pipe has been used. The amount of pipe required is: 2,500 feet of 12-in. cast iron, cost, $6,250; 10,000 feet 8-in., cost $20,000; 20,000 feet 6-in., $30,000; 50,000 feet 4-in, to cost $50,000.

Large Works at Halifax.

Building operations promise to be active in Halifax this season. Already there is a large amount of building going on and several contracts have just been, or are about to be awarded. The construction of the Technical College, costing about $159,000 is nearing completion, also the remodelling of the post office building at a similar cost. Work has been commenced on the $30,000 addition to the Convent of the Sacred Heart, the Children's Hospital costing $25,000 and St. Luke's Anglican Cathedral costing $150,000. Tenders are now out for a two storey brick addition to the factory of Moirs, Limited, another for a three storey brick building for Ungar's laundry; a large extension to the Waegwoltic Club at the North West Arm, and a new skating rink on South Street. Besides these a large number of private residences are under construction, or are about to be started, some of them costing as high as $12,000.

Building Boom at St. John.

It would appear from present indications that St. John, N.B., is in for quite a building boom this year though it is difficult to estimate what the total for the year will be.

The value of the buildings for the first four months amounts to $121,100. This shows a big increase over the same period in 1908, the total then being $34,100, showing an increase for 1909 of $87,000. Included in the permits issued in April are, two, for improvements and additions to the Royal Hotel, and one for alterations and improvements to buildings owned by Manchester, Robertson, Allison. These involve an expenditure of over $30,000 for each firm. The automobile garage being built for J. A. Pugsley will cost about $5,000. The new building for the Bank of New Brunswick to be erected in the near future, is the only one of any note projected now.

Two Million at Ottawa.

Present indications predict a large increase in the number of building permits issued this year as compared with 1908 and the value should also show an increase. The estimated outlay for 1908 was $1,794,075 and this year should reach the two million mark. Numerous houses are being erected costing from $2,500 to $5,000. The purchasing demand this season has been for property ranging in price between these two figures. The estimated value of the permits issued during February, March and April this year as compared with the same three months last year shows an increase for this year over last of $188,940, or almost fifty per cent. Apartment houses are to be erected on Elgin Street, by the Elgin St. Syndicate to cost $18,000; another by James Havey on Nepeau St., costing about $14,000; then there is the magnificent structure to be erected on Laurier Avenue, by the Imperial Realty Co., costing in the neighborhood of $300,000; a Montreal company proposes the erection of a handsome $100,000 house at the east end of Wilbrod St. The Sacred Heart Church, of which the corner stone was laid the other day, will cost about $150,000 while on the site of the Brunswick Hotel will be erected a four-storey dry goods building. This building is being erected by F. W. Carling and will be of reinforced concrete and absolutely fire proof. It is also probable that the Separate School Board will spend between $35,000 and $40,000 this year on the erection of two new four-room schools, one to be in Bayswater and the other in Hintonburgh. A permit has been issued to the G.T.Ry for the station annex, estimated to cost $50,000.

Controller James Davidson has also taken out a permit for a row of 19 houses to cost $30,000. The permit for the construction of the new McKay Street Presbyterian Church has also been issued. The church is to be of solid brick and to cost $17,000.

In spite of the trade depression the International Portland Cement Company's shipments for April show an increase of 10,085 barrels over April last year. This year's shipments were the largest for the same months in the history of the company. Up to the present this year shows an increase in shipments of 21,196 barrels over the corresponding period of the best previous years. The orders on hand for immediate shipment are also more than it ever had in its history.

Big Increase at Peterboro.

Building permits during the month of April amounted to $78,121 as compared with $24,910 for the same month last year. The total for year thus far is $87,281 and for the same time in 1908 it was $26,605. With good weather now the city should experience a good run of building activity.

$300,000 at Kingston.

Contractors say that there is more building going on in Kingston this summer than there has been for several years. An estimate of the value of the buildings planned at the present time, will reach about $300,000, considerable of this amount being for the new buildings to be erected at Queen's University.

$1,500,000 at Hamilton.

The prospects never looked brighter for a big year in the building line than they do at present. It is confidently expected that the total of nearly a million and a half for building permits last year will be greatly exceeded this year and the reports for the first four months fully justify this expectation. Although there has been a great deal of activity in building so far this year it is a noteable fact that the greater percentage of this work is confined to houses and small additions to buildings. There is a falling off of factory work owing to the fact that before the depression many of the large concerns made extensive additions to the plants which are only now coming into use. The big contracts which have been let so far have been for warehouses, Y.W.C.A. buildings and car barns. For the first four months the total is $421,230 compared with $338,300 for the same months last year. For the first four months the total is $421,230, compared with $338,300 for the same months last year. Last year the total permits were $1,394,351 but Building Inspector Anderson thinks that this year the building operations will outshine these figures by long odds. Among the buildings either in the course of erection or which are to come later are the Y.W.C.A., building which is to cost $38,000 : an addition to the present Y.M.C.A. building to be used as a boy's department, estimated cost, $50,000 : alterations and extensions to the old Central Presbyterian Church building for the Hamilton Warehouse and Forwarding Company, $20,000 ; preserving plant for Wagstaffe, Ltd., already in the course of erection, $30,000, and car barns for the Hamilton Street Railway Company, $40,000. The addition to the Frost Wire Fence Company's works which was forecasted in Hardware and Metal a short time ago is about to be gone on with. The Bank of Montreal will erect a branch bank at the corner of Barton Street and Victoria Avenue to cost in the neighborhood of $10,000, and Stewart & Witton, architects, have instructions to apply for tenders for the erection of a concrete warehouse on the T. H. & B. right of way for a concern the name of which for the present is withheld. The Spectator Printing Company is also contemplating the erection of a $50,000 building on East King St. near James, but its plans for the time being have not been definitely agreed upon.

General Building Notes.

H, S. Osler, Toronto, will build a $10,300 dwelling.

Campbell River, B.C., will have a $12,000 hotel this year.

John Shanahan will build a $10,000 store at Vancouver.

A new 70-room hotel will be erected at Swanson Bay, B.C.

Prof. Adam Shortt will build a $10,000 dwelling at Ottawa.

Geo. Ambridge, Ottawa, is building a $10,000 row of dwellings.

The Y.M.C.A. propose to erect a $25,000 building at Saskatoon.

R. P. McLennan will build a $25,000 residence at Kitsalano, B.C.

Mackay & Dieppe will build at Calgary a $12,000 business block.

Work has been begun on the $22,000 Langley Street block, Victoria.

C. M. Essery will build two pair of dwellings at Toronto to cost $10,000.

E. B. Butterworth will spend $15 000 on an apartment block at Ottawa.

The Elgin Syndicate will build an $18,000 apartment block at Ottawa.

Edward Knox, Montreal, has a permit for a store. Estimated cost $8,000.

A permit has been issued to J. M. Brooks for three brick stores to cost $4,000.

Work has commenced on the erection of the $80,000 Ruttan block at Port Arthur.

Tees & Persse, Winnipeg, will shortly erect a warehouse and office building at Regina.

Work will shortly commence on a block of three stores for Scott & Bennett, Galt.

The contract for the $10,000 club house for the Alpine Club at Banff has been awarded.

Hall & Son, Toronto, have the contract for a $16,000 apartment house for Thos. McIlwain.

A $35,000 apartment house will be erected at Winnipeg by E. M. Counsell and W. W. Cross.

The alterations and additions to La Banque Nationale's building, Montreal, will cost $126,498.

The Dominion Bank has a permit for the erection of a bank building at Montreal. Estimated cost $18,000.

Nicholas Garland, Portage la Prairie, will build six modern brick residences this spring at a cost of $3,500 each.

J. L. Skene will shortly commence the building of a modern apartment house of five storeys to cost $150,000, at Victoria.

J. A. Jacobs, Montreal, has been granted a permit for a block of stores and warehouses to be built there. Estimated cost $123,000.

Jos. Sawyer, Montreal, has prepared plans for a three-storey building, to contain stores and dwellings, for F. Harel. Estimated cost, $55,000.

Peden & McLaren, Montreal, have awarded the general contract for the erection of a bank building for the Bank of Montreal, at Vernon, B.C., to Byers & Anglin, Montreal.

Plans have been prepared for a $1,000,000 bank building to be erected at Winnipeg for the Bank of Montreal to be modelled after the style of the headquarters of the Montreal office.

W. W. Scott, Winnipeg, is building the following structures at that place: S. M. Burbridge, dwelling, $8,000; C. R. Hegan, dwelling, $6,000; A. N. McPherson, dwelling, $7,000; J. Geddes, $5,500.

Recent building permits at Winnipeg include: B. C. Cockshutt, two dwellings, $2,000; Dunn & Wallace, dwelling, $4,500; G. W. Allan, dwelling, $22,000; F. E. Sprague, residence, $5,500; H. F. Osler, dwelling, $20,000.

Recent building permits at Vancouver are as follows: Reilly Brothers, two houses, $2,800; J. D. McGregor, two houses, $5,000; J. Kitamura, $300; First Church Scientist, $2,000; G. M. Endacott, two houses, $2,500; J. Dadson, $1,200.

Public Buildings.

A $20,000 hospital may be built at Galt.

A $40,000 theatre will likely be built at Regina.

Brantford's new Collegiate Institute will cost $95,000.

A 12-room public school will be erected at Winnipeg.

Plans are now ready for the new C. N.R. depot at Brandon.

There is a proposition on at Galt to spend $15,000 on schools.

The Cobourg, Ont., fair buildings will be remodelled this season.

A new Methodist church to cost $12,000 will be built at Brandon.

The North Vancouver Mission will be enlarged at a cost of $5,000.

Ingersoll will erect a new $1,500 main building on its exhibition grounds.

A by-law has been passed at Ottawa to issue $67,800 for school purposes.

Vernon, B.C., proposes to borrow $30,000 for the erection of public schools.

Tenders are asked for the erection of an eight-room public school at Goderich.

Edmonton will ask Mr. Carnegie for a grant of $75,000 for a public library.

The Orillia council has accepted an offer of $12,500 for a Carnegie library.

W. B. Angus has prepared plans for an extension to the North Bay hospital.

The trustees of the Rosedale Presbyterian church, Toronto, have applied for

a permit to erect a church at a cost of $50,000.

The Salvation Army will erect new barracks at Dauphin, at a cost of $2,000.

A $12,000 addition will be made to the Auditorium theatre at Fort William.

Nearly $6,000 has been subscribed towards the erection of a hospital at Ingersoll.

Kent school, Toronto, is to be enlarged to 31 rooms, at an expenditure of $80,000.

Moose Jaw ratepayers have carried a by-law to raise $17,000 for exhibition buildings.

The Revelstoke, B.C., hospital directors have decided to build a new wing at a cost of $16,000.

Estevan, Sask., ratepayers have approved a by-law to raise $10,000 for the erection of a town hall.

A modern brick high school, to contain ten rooms, will be erected at Springdale, N.S., this season.

The Victoria school board have approved preliminary plans for the new $45,000 school building.

The trustees of St. James' Cathedral, Toronto, are building a club and school house at a cost of $65,000.

It is proposed to erect a $30,000 building for the accommodation of various Protestant brotherhoods at Windsor.

A site for the new court house at Medicine Hat has been selected and building operations will start at once.

All Saints' Anglican church, Ottawa, will be enlarged. A new rectory and other improvements are also under discussion.

A permit has been issued to the Sisters of Hotel Dieu, Montreal, for the erection of an additional hospital building to cost $5,400.

Prof. E. Nobbs, Montreal, has awarded the general contract for the erection of a power building for McGill University to Byers & Anglin.

Railway Development.

Engineers are now surveying the C. N.R. projected line between Port Arthur and Nepigon.

Construction will shortly be started upon the C.N.R. branch from Emerson to Winnipeg.

An electric railway line is proposed to be built between the fruit district about Vancouver and that city.

At a recent meeting of the Brockville town council a letter was read from T. M. Kirkwood, Toronto, asking the council to agree to guarantee the interest on the bonds of a company for twenty years to an amount of $25,000 per mile for an electric railway from Toronto to Montreal.

Engineers have been employed to locate the projected Alberta and Great Waterways Railway, extending from Edmonton to Fort McMurray, at the head of navigation on the lower reaches of the Athabasca river. With branch lines it will have a length of about three hundred and fifty miles. It is intended to place survey parties in the field within sixty days and this season will see the construction work well advanced from the Edmonton end. The entire line will be completed within three years, or twelve months ahead of the time limit for the construction. The charter has been acquired by W. R. & D. O. Clarke, bankers, of Kansas City, and the enterprise is backed by the guarantee of the Alberta Government.

EXCURSION TO MONTREAL.

Arrangements are practically concluded for the excursion to Montreal to be conducted by the Ontario Retail Hardware and Stove Dealers Association, in August.

The Railway Passengers Association have refused to make any concessions other than usual convention rates of single fare if 300 attend and as less than half that number have as yet promised to make the trip the Executive Committee have declined to accept the terms offered by the railways.

Negotiations with the Richelieu & Ontario Navigation Co. have resulted more favorably, however, and a special party rate has been secured which offers members of the Association, their wives, etc., to make the trip from Toronto to Montreal and return by their finest boats for only $19. This rate includes meals and stateroom for practically three days on the boat, and as the regular return rate exclusive of meals and berth is $16.70, it will be seen that the rate quoted is very low. The rate to non-members of the Association will probably be $20, the extra $1 going to defray expenses.

A committee of the hardware jobbers and manufacturers of Montreal is being formed to arrange a program of entertainment for the visiting hardwaremen while in the Royal City.

It is suggested that the trip be made the week of August 23, the party leaving Toronto on Monday, August 23, at 3 p.m., after going through the Thousand Islands and shooting the St. Lawrence rapids, arriving in Montreal on Tuesday evening. A three day program is planned at Montreal and a special rate to Quebec by boat is being arranged for those not going to Quebec, leaving Montreal on the return trip on Saturday noon and arriving in Toronto, Monday, Aug. 30, at 7 a.m., this being the first week of the Toronto Exhibition. Hardwaremen living in Eastern Ontario can join the boat at Kingston, Brockville or Prescott at a proportionally low rate.

Hardwaremen not members of the Association who wish to avail themselves of this opportunity of enjoying a holiday trip in company with men in their own line of business and visiting Montreal at a time when the Montreal jobbers and manufacturers are keeping "open house," should send their names to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, without delay.

APPARENT VS. REAL VALUE.

Although rope is bought and sold by the pound its real value is determined by its length and strength. When these factors are considered the highest priced rope will, under normal conditions prove to be the cheapest.

In a recent publication the Plymouth Cordage Co. presents an instructive object lesson by means of an illustration and authentic comparison of values. Two coils of rope of the same size (one-half inch diameter) were taken from a retailer's regular stock just as they were placed on sale. The burlap coverings were removed, the coils were photographed, accurately weighed and measured and a number of pieces of each were tested for strength upon a reliable testing machine.

The coil marked "A" was of the highest grade manila, that marked "B" was of "so-called" manila selling for 3 cents less per pound than "A." The results of the comparison were as follows:

	"A"	"B"
L'gth of rope in coil	1,250 ft.	1,070 ft.
Weight of coil with lashings	97 lbs.	97 lbs.
Weight of lashings	1 lb.	3 lbs.
Price per lb.	12 cts.	9 cts.
Comparative price per 100 ft.	93 cts.	82 cts.
Breaking strength	2,907 lbs.	1,450 lbs.
Comparative value ("A" worth 12c).	12 cts.	5 2-3c

These figures are well worth the careful study of anyone who buys even one dollar's worth of rope. It will be seen that although the two ropes in the illustration were the same size and the coils weighed the same, coil "A" contained nearly two hundred feet more rope than "B." It will also be seen that while rope like "B" can be bought at three cents per pound less than "A" the actual cost of 100 feet is only eleven cents less.

The difference is better shown when we consider the most important quality of these rope—strength. The figures indicate that "B," although much heavier, was less than one-half as strong. Assuming the value of "A" to be 12 cents per pound, a simple calculation shows that, taking into consideration weight and strength, the comparative value of "B" is only 5 2-3 cents per pound, Or, to return to the original proposition, when high grade rope like "A" can be bought for 12 cents per pound, every penny above 5 2-3 cents per pound paid for rope like "B" is absolutely wasted. Of course the same proportion holds good with the price of "A" higher or lower.

Actual figures might vary in other cases, but the results are typical of those always obtained in buying low-grade rope.

R. T. Hopper, Montreal president of the Standard Asbestos Co. and vice-president of the Dominion Asbestos Co., both of which are included in the new asbestos merger, will join the board of the amalgamated corporation.

The Department Store School Book Monopoly

A Correspondent Condemns the Arrangement Which Gives the T. Eaton Company, Toronto, a Practical Monopoly of the Sale of School Books as Well as a Big Lever to Use in Making Sales of Other Goods.

The following letter from a member of the Ontario Retail Hardware and Stove Dealers' Association is indicative of the growing feeling of protest among merchants of all classes who are beginning to understand the evil results which will follow the carrying out of the ten-year (renewable) contract for the printing and sale of school books entered into between the Ontario Government and the T. Eaton Company, Toronto.

Mr. Bell, as stated in his letter, does not sell stationery, but he has a feeling for the fellow-retailer who does, and he intends using his influence with his local M.P.P. to prevent, if possible, the working out of the contract from being too one-sided. Mr. Bell is helping himself by so doing as the arrangement seems likely to injure hardwaremen, grocers, dry goods merchants and other retailers almost as much as it does the booksellers.

It works out this way: The Eaton Company, as publishers, are under contract to sell the set of books at 39 cents to everyone, whether retailers or ordinary buyers. They will not pay postage on the books, however, so it will be possible for booksellers living outside Toronto and suburbs to receive shipments of the books at 39 cents, plus freight and sell at 49 cents retail, making as their margin to cover their cost of doing business the difference between what their freight costs per set and the postage per set paid by the Eaton Company. They may, or may not, be able to sell for the 49-cent retail price, and if they do not buy in quantity or if they are some distance from Toronto and the freight is high they will have no margin at all.

But the Eaton Company handle other goods than school books and they will not lose the opportunity to point out that buyers outside Toronto can secure school books from them at 39 cents, and if a shipment of other goods is ordered there will be no postage, freight or cartage to pay. Herein is where the harm will be done to grocers, hardware dealers and other merchants. The wholesale price on school books will be used as a lever to sell hardware, dry goods, groceries, boots or shoes.

As this paper understands the situation the Eaton Company will monopolize probably ninety per cent. of the retail sales throughout the province besides influencing the sale of other goods and securing an advertisement of inestimable value in the form of the firm's imprint on the bottom of the title page of each volume.

The Government, by exercising its privilege of purchasing the entire edition and selling them at wholesale (39 cents) to be sold in regular retail channels at 49 cents, could protect not only the booksellers but all classes of retailers, and by further causing the publishers to leave their name off the books the department store advertisement could be eliminated.

In an interview, however, with Hon. Mr. Pyne, Minister of Education, no hope was held out that the publisher's imprint would be left off. The Government has the right to revise each page but it is said that another clause allows the publishers to add their name. If this is so the retailers can only secure protection by having the Government handle the sale of the books through the Education Department and to secure this protection every influence should be brought upon the local members of the Legislature, particularly if they are Government supporters.

Mr. Bell's letter follows:

A Letter of Protest.

Editor Hardware and Metal,—I read with much interest the editorial in your issue of last week under the caption of "Retailers Getting Alarmed." I am quite in accord with your remarks in connection therewith, and—being a Conservative—I, like yourself, have no desire to get the Government of Ontario into trouble, but on the contrary, I think they are entitled to receive the thanks of the people of this province for taking the school readers out of the hands of the "Book Ring" and thus enabling the parents of school children to procure the books at a fraction of the previous cost. In stating that I agree with your views in this matter, it must not be overlooked that the present Government took office pledged to break this "Ring" and let such contracts by tender, awarding same to the lowest tenderer, and to place school text books in the hands of the people at or near the cost of production.

Such being the case, the Government could not well overlook the tender of the T. Eaton Company—although the president is a Liberal—they being the lowest tenderers. Now as I understand the matter, the full set of readers can be procured from the T. Eaton Company for 39 cents, and retailers throughout the country are not allowed to charge more than 49 cents for the set.

To my mind this seems to be where the Government has erred. The T. Eaton Company should not be allowed to sell these books at retail, for any less money than any other dealer throughout the country can sell them, for the average householder, knowing he can purchase the books for 39 cents, will not be satisfied to pay his local dealer 25 per cent. more money, but will send or go to the T. Eaton Company for the books, and procure other goods at the same time, and this, it seems to me, is where the profit of the T. Eaton Company lies.

The self-respecting retailer, too, does not want to charge 25 per cent. more for his goods than the same articles can be got elsewhere, and so the whole business will go to the T. Eaton Company, for the country merchant will not carry the line, and the poorer parent in the country, whose buying needs are not great, will have to send his little 39 cents to the T. Eaton Company and pay express or postage in addition thus costing him more than they otherwise would if all retailers were placed on an equal basis.

I fully agree with you in saying "the books should be delivered to the Educational Department and by it distributed among the purchasers" or otherwise the Government should fix a uniform retail price at which the books must be sold by all dealers who may choose to handle them, the T. Eaton Company included, and thus remove from retailers what will certainly prove to be a great handicap.

I may add that I am not opposed to the T. Eaton Company getting the contract, since they were the lowest tenderers, but I am opposed to their getting a monopoly on the retail sale of such a necessary staple as school books, and practically to exclusion of all other retailers, at least, to the extent that they are permitted to sell these books at retail, at the same price as any other dealer in stationery would have to pay wholesale. I quite agree, too, with your suggestion, that all retailers get after their local member, and endeavor to have this lop-sided arrangement set aside.

W. J. BELL.

Beeton, May 11.

P.S.—I do not handle stationery but have a feeling for my fellow-retailer who does. W. J. B.

USES OF CONCRETE.

A few years ago the use of concrete was largely confined to the building of foundations, sidewalks and similar constructions, while to-day it is superseding timber in all fields of use. Concrete telegraph poles, concrete ties, piles, and even entire buildings, are common examples comprising this new industry The latest use, and one that presents opportunities for development, is the construction of scows and boats. The system of construction is very simple. The keel is laid in the usual manner, the iron rod reinforcement being anchored to the armoring of the former, and being brought up the sides of the hull in conformity with the desired lines of the craft. And now an engineering firm in Missouri is engaged in building small concrete power-propelled boats for river use.

HARDWARE AND METAL

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A TEN-YEAR MONOPOLY.

The school book monopoly which the T. Eaton Co. has secured from the Ontario Government is not a thing for the day only. It has a ten-year term to run, with renewable privileges.

In other words, the big department store will for ten years enjoy the privilege, under Government patronage, of educating the school children of Ontario and through them the parents in regard to the advantages of dealing with the T. Eaton Co.

While it is estimated that for the first year the number required will not be more than 700,000, yet what will it be at the end of ten years? The possibilities are almost too great to comprehend.

Without this instrument of monopoly in its control the T. Eaton Company, during the last ten years, has wrought a great deal of injury to the retail trade throughout this country.

With a monopoly of the school book trade in its possession, and with the large amount of business which this will necessarily bring to it in other lines of merchandise, it must be apparent to everyone who gives the matter a moment's consideration, that it will cut into the retail trade of the country a great deal more deeply during the next decade than it has during the past.

There is only one thing that can clip its wings and modify its influence, and that is for the Ontario Government to take advantage of the conditions of the contract whereby the Government may stipulate that the imprint of the Educational Department shall be placed on the books and that delivery shall be made to the Educational Department.

To the task of persuading the Government to do this every retail merchant in Ontario should set himself, beginning with the members of the Local Legislature, and through them to compel the Government to recognize the justice of their claims.

This should not be a difficult task. What the Government has done has been done inadvertently, not through design, and when it realizes the great wrong it does the retail trade, it is reasonable to suppose it will modify the conditions. The first thing is to persuade the Government, and no merchant in Ontario should either slumber or sleep until he has taken steps to assist in doing so.

METAL MARKET SITUATION.

The improvement in the iron and steel market in the States, has, naturally, given a much brighter tone to trade conditions across the border. Iron and steel are the best indicators of the trend of business, especially when the market is open and therefore due measure of confidence can be taken in the hopeful signs that are now given. Copper, tin, and the other metals, may rise and fall as the speculators desire, but let iron and steel point the way, and the country is willing to believe. April was a month of steady improvement in both iron and steel, and May looks as if it were going to follow suit. It is now estimated that the present rate of pig iron production with all the caution as to stock accumulation compares well, on a yearly basis, with the maximum made in any year, while the activity in the steel trade compares favorably with the average demand. When it is considered that the railroads are buying very conservatively this relative position has added significance.

With this improvement in tonnage booked comes a strengthening in the tone of the markets. Pig iron prices are undoubtedly stiffer, and some interests have advanced quotations 25c a ton. All this comes as most satisfactory reading, although it creates the regret that the Steel Corporation did not see fit to open the markets long before they did. The use of steel is so bound up with general commerce that any improvement was strangled until prices were cut.

With the cut in wire lines, nothing has escaped the pruning hook except rails and whether they are ultimately affected or not does not matter much. Rails are on a different plane from other steel commodities, and the stimulation of a cut would not be very far reaching. With the steady basis of iron and steel the spring trade has now the best opportunity of expanding. The railroads and other larger interests must soon come into the markets strongly. The smaller consumer has played a great part, and it is this section of the purchasing community who must be credited with the saving of the situation.

BASEBALLS AND GLOVES.

In the manufacture of a league ball there are a great many operations, through which the ball must pass before the cover is sewed on. Starting from the rubber centre, the four-play wool yarn is wrapped on under very heavy tension until the ball reaches a certain diameter, and then three-ply white yarn follows until the ball reaches a certain diameter.

In the next operation the ball is placed back on the machines, is wound with the finishing extra fine grade three-ply yarn, and then the finishing twine for the outside surface of the ball is put on. The ball next passes through an inspector's hands, who tests it for weight and circumference, and if there is the slightest variation from the standard gauge the balls are returned to the wind-room. After inspection the trade-mark, number, name, etc., are stamped upon each in one operation on a stamping machine, turning out twenty balls a minute.

In the glove and mitt department a heavy power press is used for cutting out the felt linings for fielders' gloves and catchers' mitts. Heavy steel dies are used, which cut out as high as two dozen linings in one stroke. The better grade of goods are cut by expert hand cutters, who sort the best part of the hides for the various grades. All finished gloves and mitts then pass to the inspection department, where they are carefully examined, stamped, a guarantee ticket attached and then carefully packed.

DECEPTION IN BUSINESS.

Business men who practice deception are not wise. Possibly for a time deception may appear to pay, but as a paying proposition all the time there is no question of its futility.

The very foundation of successful and permanent business is confidence. It is as impossible to build up confidence on a foundation of deception as it is to build an enduring super structure on quick-sand.

Up-and-above-board ways of dealing with customers, creditors and employes may not make all rich in dollars who practise it, but it will create a name for probity and that, after all, is more important than even cash as a basis of commercial credit.

COMMITTEE WILL CONSIDER ASSESSMENT ACT

Throughout Ontario when the operations of the new assessment act come into force in January, 1905, resulting in the business assessment being substituted for the personal property tax, it was generally felt that some radical move on the basis of definite, accurate, and more equitable valuations was needed; otherwise, no change would have been inaugurated. After nearly five years of trial it is admitted that the business assessment as a substitute for the personal tax is, on the whole, preferable, although as time has proceeded some inequalities have developed in the working out of the new order of things, not only with regard to business assessments of manufacturers, wholesalers and retailers, but also in connection with the assessment of income, etc.

During the recent session of the Ontario Legislature several notices of amendments to the act were brought forward and specific cases instanced where its provisions were unfair, but the Government felt that to make changes in order to meet these objections would constitute a bad precedent and create a muddle. Patching up an assessment act, once in operation, is like tinkering with the tariff. It would create uneasiness, discord and dissatisfaction. If any alterations are to be made they should be general and take in the whole scheme so that business conditions and standards of valuation may not be too much upset. Mercantile interests want to know exactly where they are at.

Special Committee Appointed.

Nothing was carried out in the shape of amendments last session, but a special committee was appointed shortly before the House adjourned, to inquire into and report upon the working of the present act, and to this committee all bills having in view the changing of present provisions were referred. All these will be thoroughly considered by the committee which will bring in a report at the next session when the provisions of the whole act will come under review. Any changes that are deemed desirable from the standpoint of the many rather than the interests of the few, will likely be made. Merchants and manufacturers, wholesalers and retailers, who think that some of the present clauses should be altered, would be acting in their own welfare if, in the meantime, they present their views and lay their objections before members of the special committee which is a large one, and representative of all parts of the province.

The special committee is composed of Sir James Whitney, Premier; Hon. W. J. Hanna, Provincial Secretary; Hon. A. J. Matheson, Provincial Treasurer; W. K. McNaught, North Toronto; J. W. Johnson, West Hastings; I. B. Lucas, Centre Grey; W. F. Nickle, Kingston; Col. Hugh Clark, Centre Bruce; Henry Eilber, South Huron; W. S. Brewster, South Brant; W. H. Hoyle, North Ontario; G. H. Pharand, Prescott; J. R. Dargavel, Leeds; W. H. Hearst, Sault Ste. Marie; James Torrance, North Perth; P. H. Bowyer, East Kent; F. G. Macdiarmid, West Elgin; J. J. Preston, East Durham; George Pattinson, South Waterloo; Allan Studholme, East Hamilton; Hon. A. G. MacKay, Leader of the Opposition; Daniel Reed, South Wentworth; V. Stock, South Perth; W. J. McCart, Stormont; James McEwing, West Wellington; Duncan C. Ross, North Middlesex; Wm. Proudfoot, Centre Huron; J. C. Elliott, East Middlesex.

Why Change Was Made.

The reason that the business assessment was substituted five years ago for the personal property tax was that it had been the experience, not only in Ontario, but all through America it was found impossible to equitably assess personal property; that an assessor had not the means of getting at a fixed, true valuation, and that there was no definiteness, certainty or foundation for the system. These and many other reasons were urged in favor of a change. Under the old system different methods of escaping taxation were resorted to while the whole plan was found to lead to deception, suppression of facts, and evasion, in the matter of liabilities, liens, and notes, the latter being often greatly exaggerated. The loop-hole was afforded by sub-section 20 regarding "exemption" in the matter of a personal tax, which says: "So much of the personal property of any person as is equal to the just debts owed by him on account of such property." This was the avenue of escape and the machinery provided to get at correct returns was ineffective and inoperative. Some men could, and frequently did refuse to give an assessor a statement of assets and liabilities and then the assessor had largely to resort to guesswork.

As result of crude methods, inequalities and other objections, the business assessment came into force whereby the merchant, the wholesaler and the manufacturer are assessed a certain proportion of the value of the real estate or premises occupied by them, the rating varying from 25 to 150 per cent. of the total value of their respective quarters, and to what purpose they are devoted. No man, however, can escape, if he is engaged in business, for the law does not permit him to pay taxes on a less value than one hundred dollars.

How Merchants Are Assessed.

All grocers, hardware merchants, plumbers, dry goods merchants, and others, under the business assessment, are assessed at 25 per cent. of the value of the premises occupied where the population of the municipality is over 50 000; 30 per cent. where the population is over 10,000; and 35 per cent. if under 10,000. The business tax of wholesalers is 75 per cent. and manufacturers 60 per cent. Coal merchants are rated at 50 p.c., except in cities of over 100,000 population, where it is 30 per cent. This method is easy of application, definite and fixed and the assessor does not have to delve into the private affairs of everyone doing business. It is not claimed that the new system is equitable from a basis of wealth, and could not be for the reason that a percentage of the assessed value of the land is taken as the business assessment in lieu of the value of personal property. Large capital is employed in small places and vice versa, but its advocates contend that it has this effect; and that is, no one can escape. Under the old way, debts due on account of personalty were to be deducted and it is said that not one-tenth of the personal property liable to assessment was assessed. Under the business assessment a certain rating is fixed by the act and an assessor cannot go beyond this rating. Here is where the improvement comes in, although the rating may afford causes of dissatisfaction.

Inquiries made from the city assessment department in Toronto and other cities elicits the information that the new system of business assessment is regarded as a decided improvement, and, while not perfect perhaps, is more satisfactory than the personal property tax. In fact, the number of appeals entered by merchants wholesalers, and manufacturers are not one-half what they used to be under the old order of things.

Difference in Rating.

The question naturally arises why rate some at 25 per cent., some 50 per cent., some 60 per cent., and so on up to 150 per cent? The answer is that, in framing the act and considering its effect on the different municipalities throughout Ontario as a means of providing taxes, it was necessary that its operation should provide at least as much taxes as were collectable under the old act. To prove this statistics from seventy-two municipalities in Ontario, showing the total assessment of their real and personal property and income were collected and statements were obtained also of the amount of taxes collectable from the merchant, the manufacturer, the wholesaler, and others and the assessed value of their real property, so that by supplying the present ratings it was satisfactorily demonstrated that no loss in taxation to any of these places would result. There were also, other reasons for the discrimination in rating, particularly in the larger cities.

All objections entered by any business interests will be taken into consideration by the special committee appointed by the Legislature and all anomalies and inequalities, if successfully established, will, in all likelihood, be remedied next year. The general opinion is that the business assessment, although having weakness, is preferable to the old mode. In a recent address before the National Tax Association Mr. Forman, Assessment Commissioner of Toronto, declared that, as a substitute for personal property, the business assessment is so far in advance of the former system, that the assessment of personal property as such, will, in his opinion, never be revived.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Antimony—Cut of ½c.
Wire—Reduction in barb wire, galvanized, and coiled spring.

Toronto.

Turpentine—down 1c.
Wire—Unsettled.

THE MARKET SITUATION.

A better tone has been apparent in the primary markets. Copper made a sudden jump in London, and of course New York was not slow to follow suit. This jump was speculative, but whether it will induce better legitimate buying all the way round remains to be seen. It may be only a flash in the pan or just the reverse. Exports from New York last month were below the total for the same month last year, but were only beaten by two other months of 1908, January and June. It must not be forgotten that Europe generally knows the best time to buy copper. Tin has shown better strength under a stronger inquiry, but there is not much character either to the London or New York market. The latter seem very disappointed that the recent good buying there did not influence the situation more. But London has the final say in tin. Spelter has continued firm both in London and St. Louis. The consumption is good and the stocks are held under strong control. Lead has shown signs of better strength probably in sympathy with the other metals. Cleveland warrants are quoted at 48 shillings and fourpence, an advance of sixpence over last figures. Exportations in iron and steel from the Old Country, have shown improvement, and the home consumption is better. The United States iron and steel market has shown decided improvement. Great tonnage has been booked, while prices have firmed up. Bars, plates, and shapes have now gone back to the prices first made on the February reduction, while some pig iron interests have advanced prices 25c. a ton.

MONTREAL METAL MARKETS.

May 24.—With orders coming in freely, and a much better inquiry, a bright tone is manifested in the metal markets. With the exception of antimony, which has been cut ½c, all prices are firm, especially copper, and if the latter metal continues to show the strength in the primary market that it has been doing, local quotations will advance. It is not surprising that with the firmer tone in London and New York, a stronger interest should be taken in the markets. Users have very little metal on hand, and there will be some heavy booking if the markets seem to be in for a steady advance. Jobbers report orders coming in from all directions. All the metals are wanted, and individual consignments are undoubtedly heavier than they were. There is a strong demand for galvanized sheets, and in fact, trade is good all the way round. First hands are extremely busy shipping away consignments arriving at the wharves. As one merchant remarked, the stuff is not coming in fast enough to suit customers. The firmer tone in the United States iron and steel markets is also having good effect upon conditions here. Canadian prices are firm, and the furnaces have good business in hand. Prospects look extremely favorable unless the primary markets have another setback.

TIN—An active demand has developed for tin, users wanting the metal at once. With the stiffening in the English market, inquiries have increased, and much more interest is being taken in the situation. There is no change in jobbing prices, which are still at 32½c, but if the English markets continue to advance, local prices will follow.

COPPER—Despite the strong advance in the primary markets, and very good home consumption, jobbing prices for copper still remain at 14c. This will not, however, last if the outside markets continue to show developing strength. Naturally inquiries have increased with this improvement and booking ahead has been certainly better, which shows what will happen if copper in New York swings ahead.

SPELTER—Spelter is firm and unchanged at $5.75. The demand is very active, and the steadiness of the primary markets keeps things in a very strong position. Spelter, both in England and the States, is under strong control, and with the rapidly increasing demand for galvanized sheets the consumption keeps good. One of the features of the season up to now has been the heavy consignments of galvanized sheets to the Montreal market.

LEAD—There is no change in lead quotations which are still at $3.65 for imported, and $3.55 for trail. This metal has also felt the influence of better trading and a much stronger tone is observable. Orders are of heavier bulk. The English market has been stronger, no doubt, in sympathy with the other metals.

PIG IRON—Consignments of pig iron are rapidly being reshipped to various parts of the country, users being greatly in want of the metal. Orders are also swinging in well, and a good season promises. Canadian furnaces seem to be in a very firm position. Undoubtedly the improvement in the United States in iron and steel will have a good stiffening effect here. Conditions in the Old Country are also improving, and merchants are wanting higher figures for contracts placed well ahead.

SCRAP METALS—The market is inclined to be quiet. There is little scrap offering, and quotations have not shown much change. Heavy copper and wire, 11c; light copper, 10c; heavy red brass, 10c; heavy lead, 2¾c; scrap zinc, 3c; wrought iron, 11c; machinery cast $14.50.

TORONTO.

May 14.—While metals are yet strong locally, there has not been the improvement this week that could be wished for. The market is firm, all the metals holding their prices without fluctuation. There have been no advances, neither have there been and declines. Even lead, which created some flurry in the metal world in New York and London during the week, owing to the reported combine of the lead trusts all over the world, has remained unmoved here. The local metal men, unlike the paint jobbers, are not at all "scarey," and say the story of a world combine was circulated by the lead trust across the border, and is nothing else than a cry of "wolf" to frighten the innocents.

PIG IRON—The market is showing signs of a change for the better. Demand is much improved over say six months ago, and prices hold at a more stable figure. $19.50 is asked for Canadian foundry; $20 for No. 3 Middlesboro, and $21.50 for Cleveland. Inquiries are frequent now, and when sales are made they call for immediate delivery. Futures are asked about, but booking of them can hardly be said to be brisk. Taken all in all, there is a decidedly better feeling regarding pig iron and the products of iron and steel, more especially structural steel, and iron pipe and bars.

LEAD.—This metal, which was the cause of some flurry in foreign markets, did not change much in price or condition locally. The metal was active during the week but not more so than it was for the past two weeks. The quotation is $3.65, last week's figure, and firm at that.

COPPER.—The condition of the red metal has been unsteady, quiet one day and active the next. The price, however, remained firm all through the week and the local quotation of 14c is still good.

TIN.—Early in the week tin developed an easy tendency but the past few days it has come round again and is now firm at 32c, which is also last week's quotation. Business has been quiet with dealers, though manufacturers say they bought pretty heavily.

SPELTER.—This metal continues to hold the position of being the steadiest metal of the season. It is at present active and strong, and all week it was steady. The quotation is unchanged, and there is no immediate prospect of a change apparent.

SHEETS AND PLATES.—Good business is being done in these two lines. Importations are now here and deliveries are being made of orders booked since January. Metal men are satisfied with the passing trade, which shows a small but healthy increase over a year ago.

OLD MATERIALS.—Slightly better business is passing in old materials, particularly in scrap metals and old rubbers. Old iron and copper are leading in demand. Stocks are yet pretty large. Unchanged prices prevail.

HARDWARE MARKETS

MONTREAL.

May 14.—Despite the continuance of the broken weather, trade has been very good. The roads have not been in the best of shape, and travelers have found some difficulty in getting round, but orders are more easy to get then they were, and although there is still the disinclination to book ahead, immediate requirement wants are placed freely. As one jobber remarked "We have enough business to handle comfortably," and this about sums up the situation. Despite the lateness of the seeding a very bright feeling exists in the Northwest, and dealers are buying more confidently. The Maritime Provinces are also very good. In Quebec and some parts of Ontario trade is perhaps not showing the improvement it should, although probably better weather will alter this.

Builders' hardware continues to move well, while harvest tools are showing distinct improvement. Hose is not quite so good as it was, which may be put down to the wet weather. Lawn mowers are, however, moving well, and so are other gardening tools. Repeat orders for screen doors, green wire cloth, and poultry netting are coming in steadily. shelf goods, generally still show the best improvement, the heavy lines, while moving better than they did, being on the quiet side. The markets generally are firm, but owing to competition in the States between the Pittsburg Steel Co. and the U. S. Steel Corporation, prices on galvanized wire, barbed wire and coiled spring fencing have been reduced 20c, 25c and 30c respectively.

BUILDERS' HARDWARE — These lines continue to move well. With the advance made in Canadian makes, there is an improving demand for the home article. Builders generally are placing much more artistic trimmings on the houses and dealers are catering for this. There are no important price changes, and we quote: door sets and escutcheons, 50 and 10; escutcheon pins, steel, 50; brass, 55. Spring hinges, No. 20, $9 per gross.

SPRING GOODS — Owing to the weather hose has not been moving so well, but repeat orders for gardening tools are coming in steadily. Lawn mowers show distinct improvement. Refrigerators and ice cream freezers are in good request, but would no doubt be in better demand but for the climatic conditions. Repeat orders for screen doors and poultry netting are well to the fore. There is no change in quotations. Screen doors, stained, $7.80; grained, $8.10; screen hinges, $9 a gross; poultry netting, 60 and 2½; green wire cloth $1.70 in 100 feet rolls.

HARVEST TOOLS—Bookings have increased for harvest tools, and the demand is now assuming much better proportions. There are no changes in prices, and we quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

MINERS' SUPPLIES—The demand continues good for fuse and powder, but other lines are more quiet than they were some weeks back. No price changes are announced, and we quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—A good demand exists for bolts and nuts. Orders generally are well assorted, and with the improvement in construction dealers are getting stocks in good shape Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—Screws are also in active demand, repeat orders coming in freely. No change in quotation is announced: 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 off for flat head, brass, and 70 and 10 for round head, brass.

WIRE—Orders in barbed wire, galvanized wire, and coiled spring fencing are coming in with a great rush, and there is extreme difficulty in meeting and shipping orders. Despite this, however, and owing to severe competition in the States between the Pittsburg Steel Co. and the wire concerns of the U. S. Steel Corporation, the prices in barbed wire have been cut 25c; galvanized 20c and coiled spring wire 30c. We now quote: Barb wire, car lots and mixed, $2.40; small lots, $2.45; plain twist, car lots, $2.70; small, $2.75; plain wire, $2.30 base. Galvanized wire No. 9, $2.15 in straight and mixed car lots, and $2.20 small lots, f.o.b. Montreal. Coiled spring fencing, $2.35; straight and mixed car lots, and $2.45 small lots.

TORONTO.

May 14.—While the hardware trade is still brisk, there is not that swing to business that the past few weeks promised. The early days of May were fair for trade, but beyond the fact that orders placed earlier in the season were being rushed out there was hardly as good business as during the early part of April. For this condition the unsettled weather is held accountable. "It is peculiar," said a jobber, "how even one day's rain puts an immediate damper on trade; and it takes three or four days of fair weather to entirely recover from the effect."

Prices are unchanged. In wire the market is unsettled, because of the cut prices prevailing across the border, New York reports a firming up again. Local quotations remain at the old figure. Manufacturers and jobbers are awaiting a ruling on what duty shall be enforced should a quantity of wire be brought in from the U. S. at the low prices. This has had the effect of keeping up wire prices here, and the line is not being pushed vigorously. There may be a revision of prices next week. Eastern markets already report a decline in market quotations.

SEASONABLE GOODS— Spring and summer goods, which are the seasonable lines, are to the front in demand. During the past ten days summer goods have been much sought after, and immense quantities of window and door screens have gone out. Refrigerators and ice cream freezers have passed the inquiry stage and satisfactory orders are being filled. Lawn mowers have had an impetus with the growth of grass, and, early as it is, there have been some splendid repeat orders received. Garden tools are another strong feature—rakes, hoes and spades, together with light wheelbarrows are active just now. Shovels of all kinds and heavy wheelbarrows, as also picks and other tools, are going out fairly free to construction camps. Light express wagons have had ready sale this week.

SPORTING GOODS—Lacrosse articles and outfits are giving baseball goods a run for first position just now, and fishing rods and tackle are coming to the front very satisfactorily. Guns and ammunition are improving in demand as the season progresses, and while no big orders have been placed, there are more firearms called for this year so far than was the case last season. Evidently the retail hardwareman is coming to his own in being the supply house in his own locality for sporting goods. Jobbers say the number of hardwaremen carrying and pushing sporting goods is increasing from year to year.

WIRE—Unchanged quotations prevail on the local market, although in the east lower prices are said to be asked. The cut in wire prices in the U. S. has unsettled the local market to some extent and buyers are holding off somewhat. It should be said, however, that great quantities of wire fencing and netting have been sold this season. More stable conditions are looked for next week and there may be some price revisions.

BUILDERS' HARDWARE—"Just as busy as ever," said a clerk in one of the larger retail stores, when asked about the condition of builders' hardware. Locks in all styles and sizes have been going out in large volume the past two months, and the end is not yet.

HEAVY GOODS—An enormous demand is made for nails this season. Manufacturers are compelled to run their mills night and day, and then are unable to keep pace with the demand. This condition has given a firmness to the market, and it does not look as if lower prices would come on the market this season. Bar iron is increasing in demand. It is firm in price. Large lots of pipe have been moving since the beginning of May.

Pitner Gasoline Lighting Co., Toronto; capital, $75,000; to manufacture gas and oil machines for the supply and use of light, heat and power. Incorporators, M. Downey, A. Popham, and J. H. Spence, Toronto.

IRON MARKET'S BRIGHT OUTLOOK

Cleveland, May 13.—The Iron Trade Review says: The outlook in the iron trade is exceedingly bright. Sales of finished products continue heavy, and pig iron is making a fairly good record. On the whole, conditions are more favorable than at any time since the panic of 1907. A decided improvement in the condition of the market, with regard to all of the heavier steel products characterized the past week. The position of all of the mills, both in the matter of price and willingness to contract, is unmistakably firmer, and what is especially significant is the amount of buying that is being done by jobbers in replenishing stocks that for many months have been kept down to the lowest notch. The general buying for structural purposes, involving shapes and plates, has run into a very considerable tonnage.

From the standpoint of prices, the iron and steel trade has recovered lost ground, at present it is holding at practically the point at which the open market established buying and selling levels almost three months ago. The recent upward movement from the low marks touched has followed from the heavy tonnage that has been placed with the mills and it has gradually resulted in the elimination of the weakness that has been apparent in some sources.

The Carnegie Co. is preparing to start the Bellaire plant, two furnaces and a steel mill. These have been idle seventeen months.

Hardware Trade Gossip.

Quebec.

A. McNairn, of Bruce, Stewart & Co., Charlottetown, P.E.I., has been visiting Montreal.

George B. Meadows, of the Wire, Iron & Brass Works, Toronto, has been on a visit to Montreal.

Watson, Jack & Company, Montreal, have removed from the Bell Telephone Building to suite 709 Power Building, Craig St. west, Montreal.

G. R. Nimmo, of the Canada Paint Co., who generally covers the district between Montreal and Toronto, has returned from the Lower Provinces where he has been representing his firm owing to the illness of another traveler.

Ontario.

Thos. Barnett, Walkerton, is closing out his stove and tinware business.

A. W. Humphries & Son, Parkhill, are advertising a "Quarter Century Sale."

John Young, who established a stove and hardware business at Thornbury in 1862, died last week, aged 82.

The Onward Manufacturing Company, Berlin, Ont., report that their sliding furniture shoes are being generally stocked by hardware dealers in place of the old style wheel castors.

R. H. Smart, Brockville, has just installed in his store an equipment of seven Bowser pumps for handling oils.

William Knight, of the Amherst Foundry Company, Amherst, N.S., was a visitor in Toronto on Wednesday and Thursday.

The Crown Plate Glass and Window Glass Co., Toronto, suffered $1,500 damage to building and stock by a fire on their premises last week.

The large new store and warehouse of the Vokes Hardware Co. on Queen St. east, Toronto, was broken into by burglars last week and cutlery valued at between $200 and $300 taken.

Charles A. Moore, formerly accountant for the Stratford Chair Co., has been appointed manager and secretary-treasurer of the Stratford Manufacturing Company, manufacturers of ladders, lawn swings, etc.

John R. Folsetter, Ayr, has sold his hardware business to R. C. Puddicombe, of the Hobbs Hardware Co., London, who has also purchased the stove and tinware business of M. G. Otto. The two businesses will be combined in the Folsetter block.

Geo. W. Ecclestone, whose hardware store at Bracebridge was damaged by fire last week, was caught by telegraph in Toronto before leaving for California. He will postpone his western trip. The loss is placed between $15,000 and $20,000, but is covered by insurance.

CATALOGUES.

Everything in Wire.—A particularly fine catalogue is that issued by The B. Greening Wire Co., Hamilton. Though numbered 10, it is the first complete catalogue published by the company since 1905. The catalogue is a book of 228 pages, bound in green cloth, stamped with gold, and printed on coated paper. The illustrations are many and of first class quality. A short historical sketch of the Greenings and the wire industry leads the reader to the series of products made by the company—perforated metals, cloth, lathing, rope, guards, counter railings, etc., all made of wire. All the lines manufactured are fully described. In wire cloth the decimal size of opening as well as the size of wire is given, thus enabling a person to see at a glance what size of mesh in a heavier wire would give the same opening. Full-size illustrations of perforated metal lines are given showing exactly what the article is. Each section of the catalogue is entirely distinct and separate, this hardware catalogue being simply the entire series of department lists bound together and brought down to date. A useful chapter is that devoted to shipping weights whereby the hardwareman may figure his cost laid down in making quotations. There is as well a complete telegraph code and a very full index. Sent as it is to members of the hardware trade only it should prove a helpful book to all those merchants who receive it. If any hardwaremen in the Dominion have been overlooked the management would gladly sent a copy on receipt of a post card.

"Hobbies" Fretwork.—Hobbies, the English company which caters to the amateur wood and metal worker all over the world, are making a strong onslaught upon the Canadian market. In the Old Country especially, fretwork is never considered without the association of Hobbies. For years the ingenuity of the firm's experts, with the help of special machinery and plant has been devoted to the evolution of tools and contrivances to help amateurs, and professionals so far as that goes, in making artistic wood and metal articles.

Their representative, C. R. Bloxman, is now taking a business trip throughout Canada. The registered office of the company is at 12 Paternoster Sq. London, and the factory at Dereham, England.

A WORLD'S LEAD TRUST.

It is reported from London that 70 per cent. of the entire world's lead supply is to be brought under the absolute control of one group of separate corporations, and that prices are to advance from $68.75 to $100 a ton. This world's trust, it is said, will control the production of Canada, Mexico, the United States, Spain and Australia. The meeting at which this trust was formed was held at Paris, and Edward Bursh, vice-president of the American Smelting and Refining Co., B. Hochschild, treasurer of the American Metals Co., and Mr. Gardiner, of Merton & Co., London, representing Spanish and Australian interests participated in the conference.

The interests concerned besides the above comprise the Guggenheims and other American producers, the Spanish Ass'n of Lead Producers, the Broken Hill interests of Australia and the German Lead Trust.

John A. Macdonald, a prominent New York metal man who arranged the deal between the Spanish and German interests in an interview said: "Lead is too low and has been for a long time, but this new arrangement will enable us to put the industry on a safe basis without injuring anyone."

A number of Toronto metal and paint men were interviewed in regard to this lead trust, and without exception the metal men "pooh poohed" the idea of an advance in lead prices. Nor did they think much of the story about the trust getting hold of the bulk of the production. "It is like one of those stories which we hear every little while about some man from Podunk discovering a process for the fusing of copper," said Mr. Pepall, of Samuel, Benjamin & Co. Wm. Harris, of the Canada Metal Co., had seen the advance in lead quoted in New York, but there is no increase here. "I bought 50 tons the other day and I ought to know."

The paint jobbers, however looked at it differently, and felt that if there was an increase in the price of pig lead, an advance in white lead and paints might be looked for, some stating that white lead might advance a dollar a hundred more than at present.

Trade News From Atlantic to Pacific

Trade Gossip from Eastern Canada

Halifax Firm Loses Heavily by Fire—Brooms and Brushes Being Displayed in Hardware Windows—Montreal Foundry Changes Hands.

HALIFAX.

May 11.—Hardwaremen report that business is looking up since the opening of May. The demand from the farming districts has improved very greatly, and on the whole conditions appear to be quite satisfactory. Barbed and plain wire is in good demand, also poultry netting, nails, spikes, tarred and metal roofing, paints, oils and varnishes. With the improved conditions in the weather dealers are hopeful of business becoming much brisker. There have been some slight changes in the prices of metals, which are a little easier. Prices of other lines are pretty steady.

Another Halifax hardware firm has again been hard hit by fire. This time it is the reliable house of H. H. Fuller & Co., the oldest firm carrying on a hardware business in this city. The loss to the firm at the present time is a most disastrous one, as they had just completed their spring stocks, the warehouses being filled with new goods. In addition to having large orders on hand, the firm has the contract to supply the city with hardware for the present year, and now they will have to depend on other firms to help them out of their difficulty. The firm occupied three separate buildings, all connected with the retail store fronting on Water Street, The fire originated in the iron warehouse on the waterfront, and worked its way up through the other buildings. The whole stock was practically ruined, if not by fire, by water. The flames spread throughout the building with such remarkable rapidity that the firemen were able to remove only a small quantity of stock from the front of the retail store. The firm's loss is estimated at about $60,000, on which there is about $40,000 insurance in local offices. The buildings did not belong to the firm, they being owned by the Collins Estate. The firm have opened temporary offices at 159 Granville Street. The firm will resume business, but whether at the old stand or in new quarters, has not yet been decided. The principal members of the firm are Messrs. Stearns and Laurence, the business being under the general management of Henry Bennett. The cause of the fire is not known, but it is supposed to have originated from spontaneous combustion.

Several other firms in the immediate neighborhood were also burned out. Among these were the firm of Donovan & Brennan, tinsmiths, plumbers and dealers in stoves and supplies, their loss being about $2,000, covered by insurance J. L. H.

ST. JOHN.

May 12.—Practically all the hardware dealers are now showing in their windows an extensive array of housecleaning materials, such as brushes, mops, brooms, pails, scouring soaps and powders, etc. Paints and paint brushes, sporting goods, including athletic accessories, yachting supplies and fishing tackle are also being prominently shown. Other lines displayed include garden tools, bird cages and an attractive lot of nickled, brass and copper kettles, etc. Trade is reported brisk and collections about as usual.

The new fire escapes ordered to be placed on the public schools are about completed. The contractors, William Lewis & Sons, have been at work on the order for some months and as soon as the necessary mason work has been completed the escapes will be placed in position.

Plans have been prepared by Architect F. Neil Brodie, for the new Bank of New Brunswick building to be erected in Charlotte St. Tenders will be called for very shortly.

Tenders are being called for the erection of a court house at Woodstock, according to plans prepared by F. Neil Brodie, St. John. Tenders close May 21 with J. G. Hartley, secretary-treasurer, Woodstock.

On Saturday, May 8, an application for the winding up of the H. H. Dryden Co., Limited, tin and enamelware manufacturers, of Sussex, was made by the Thomas Davidson Company, Montreal, who are the largest creditors. An offer of thirty cents on the dollar by the company was not accepted by the creditors. The liabilities are placed at about $32,000. The claim of the Thomas Davidson Company is about $14,000.

W. E. H.

NEWCASTLE.

May 10.—Building is brisker here this spring than usual. A new schoolhouse is going up to cost $40,000. Also an annex to St. James' Presbyterian church, to cost about $3,000. A handsome new Anglican rectory has just been completed.

The Anderson Furniture Co., whose factory here was recently burned, has been turned down by the Nova Scotia Legislature, which refused to pass the bill authorizing Halifax to loan the company $40,000. There is some talk of them rebuilding here.

The prospects are now that the Drummond Iron Corporation will ship their iron ore from Newcastle to a Nova Scotian smelter.

W. O. McAllister, Moncton, has invented a new iron ladder, which is proving a good seller. The ladder is made in sections of steel. Bolts or rivets are not used in the construction. Steel bars, 56 inches in length, and 7-16 inches in diameter, go through a bending process, thus forming the sections, which are locked together. Each section has a width of 14 inches, with the steps 12 inches, and a foothold 3½ inches. These sections are made at the rate of one a minute. One man can make 450 feet complete in one day. The sections after bending are heated and dipped into hot thermolite, which provides a most endurable covering. H. H. S.

MONTREAL.

May 12.—Three St. John, N.B., young men, Allan McAvity, Andrew Jones and Arthur M. Irvine, have secured control of Parker Bros. Foundry, Montreal. Mr. Jones is engaged in the machinery business in Montreal and Messrs. McAvity and Irvine are managing the Canadian business of the Buffalo Forge Company. The venture will not interfere in any way with the present business of the three proprietors.

May 12.—Bleury St. has been embellished by a couple of attractive looking new hardware stores. J. A. Jackson, who was formerly one of Lewis Bros.' representatives, has opened up most spacious premises near St. Catherine St. E. D. Colleret & Co., who were formerly on St. Lawrence Boulevard, are responsible for the other store. The interior of the store is well arranged, and the window display is very striking.

Drummond, McCall & Co. have removed from the Canada Life Building, Montreal, to more commodious rooms in the new Mark Fisher Building, Victoria Square.

It has been argued by some dealers that bicycles cannot be effectively displayed in the window with other sporting articles. This is shown otherwise by the Arlington Bicycle Co., Beaver Hall Hill, who are displaying a well assorted window of sporting goods, etc., with a couple of high-grade machines occupying the central position. The hardwareman is really the best situated to cope with and make the most of the trade that is now springing up for good class bicycles. F. J. A.

Items of Interest Gathered in Ontario

Interesting Legal Case at Peterboro—Cheap Goods Sold at St. Thomas—Brantford Merchants Appoint an Official Collector—Goods Being Displayed in Hardware Windows Throughout the Province.

KINGSTON.

May 11.—Local hardware dealers report that business has greatly improved and credits this change to the large amount of building, and also to the number of boats being built.

Archibald Strachan, Kingston's veteran hardware merchant, received official notice from Ottawa of his appointment as collector of customs, and commenced his duties this week.

Housecleaning time is here, and a great many of the grocers, as well as the hardwaremen are displaying brushes brooms and whisks, and also doing some extra advertising in the local papers.

E. G. B.

PETERBORO.

May 12.—Purity Ware, Limited, which expects to locate in Peterboro, manufacturing enamel and galvanized iron ware, have rented offices in the Opera House block.

A police court case of interest to merchants in general arose last week. J. M. Donovan, a grocer, was owed a debt of $1.20 which he had tried in vain to collect. The woman sent her son with a five dollar bill to Mr. Donovan in order to have it changed. The boy said it belonged to his mother, and the grocer kept his $1.20 and gave the boy the change. The woman charged Mr. Donovan with stealing the money. She said the bill belonged to her daughter who had wanted it changed in order to pay $3 for board. The customer also stated that Mr. Donovan had not sent a bill and that she did not really owe the money. If he had proven her debt to him she would have paid it. Mr. Donovan argued that he did endeavor to collect and had almost relinquished hope of getting his money. He did not have his books in court so the magistrate remanded the case for a week, urging the parties to settle the matter between themselves in the meantime.

The Best Stove and Hardware Co. state that their advertising scheme is proving satisfactory. They publish monthly the names of the five persons who have bought the largest amount of goods in their store. Five prizes will be given at the end of the year to those whose purchases have been the heaviest.

The Peterboro Hardware Co. have a window of lawn mowers which are now quite seasonable. Already lawns are being trimmed and the idea is one which is up to the minute.

A suggestion of summer is given to the public in another manner by the Kingan Hardware Co. Their Main St. window contains an attractive display of refrigerators and ice cream freezers.

All the hardware merchants are still pushing the paint business. Whiting, turpentine, oil, brushes and the many necessities of the housecleaning army are selling well. The Higgins Hardware Co. have an attractive window of paints, brushes and housecleaning articles.

Business activity is brightening considerably and is fully appreciated in the hardware business. The weather is proving rather backward and is certainly not helping matters.

H. T.

OTTAWA.

May 12.—The Capital Scale, Brass and Iron Foundry Company has purchased a large lot on the corner of Duke St. and Queen St west, on which they will erect a machine shop 40x90 and a foundry 30x20. The building will be cement blocks and construction begun at once.

J. E. Wilson, of Carleton Place, has joined Charles Watt's staff.

G. E. M. H.

BRANTFORD.

May 11.—With spring cleaning in full swing, the exhibits of brooms, brushes and paints in the local hardwaremen's windows are very timely. A. Ballantyne's window is perhaps the neatest dressed, a circle formed of brushes, radiating from a centre card being the basis. Howie & Feely also show a line of brushes. Watt & Squire make a fine showing of paints. Bishop & Son exhibit gardening utensils in their east window, and paints in the west window. Telephone City Stoves are having a sale of paints. Turnbull & Cutcliffe make an extra fine showing of copper and brass goods in their Colborne St. windows.

Telephone City Stoves have secured the agency for Martin-Senour paints.

As was forecasted by your correspondent in a recent issue of Hardware and Metal, the local branch of the American Radiator Company has purchased the property now occupied by them from the Cockshutt Plow Company. Plans are now being formulated for an extension of business at the plant in this city. P. H. Secord & Son have received the contract for changes at the factory at a cost of $5,000. New core ovens are being put in, tracks laid from the molding shop and more room in the warerooms. During the past few months the firm has been making extensive shipments to outside points.

At a largely attended meeting of the retail merchants of this city, held on Thursday evening, the Brantford Retail Merchants' Protective Association was formally organized, with a membership of 110—a very representative number. The committee which was appointed to enquire into, and obtain full details of the scheme now in force in Guelph for the protection of the retail merchants against "dead-beats," reported, expressing themselves as being heartily in its favor. They had received no less than 50 applications for the position of official collector, and from these a splendid man was chosen in the person of Norman Willits, late of the firm of Pettit & Willits, bakers. The regular Wednesday afternoon holidays for the clerks will commence in June and continue throughout July and August. A room will be secured on Market St. to hold the monthly meetings in.

There is some quiet agitation among the local clerks to abolish late closing hours on Saturday evening. W. A. Hollinrake, dry goods merchant, has inaugurated the move, closing at nine o'clock, in order that his clerks may not be tired out for Sunday. The clerks wish the rest of the firms to close up at the same hour, instead of waiting till 10. 10.30 and 11 o'clock.

The last has not been heard of the Liberty Oil and Drug Co., of New York, who lost their suit against Tipper & Son, of this city, for oil shipped. A number of Brantford merchants have received notices, stating that the accounts have been handed to an accountant in Hamilton for collection. On the advice of the solicitor no notice of this will be taken.

A. W.

LONDON.

May 11.—The McClary Manufacturing Company is contemplating the erection of a big addition to their molding plant in the south-east end of the city. The foundation will be put in at once and the building completed during the winder months. Superintendent King states that business is rapidly improving, and that at the present time 450 men, the greatest number since the erection of the new buildings in that section, are now employed sixty hours a week. McClary's total staff numbers about 1,000 men and in addition there are about 250 employed in the different branch warehouses throughout Canada.

A big United States manufacturing concern, capitalized at $1,500,000, and whose name is kept secret lest other cities should get after it, is making inquiries concerning London as a place in which to locate a branch factory. The Mayor is now in communication with these people.

F. T. Y.

ST. THOMAS.

May 11.—The local Knox store announced last week a factory clearing sale. Among the articles advertised being a five foot step ladder for 15c. The sale opened on Thursday morning at 9 a.m., and at 8 a.m. the crowd began to gather. After the sale started there was a line of men, women and children carting step ladders down the street. Only one was sold to each purchaser.

One woman in particular took three girls with her, so that she could get a supply. Before she had reached home two of the ladders went to pieces. She told a neighbor that she would have been ahead if she had gone to her hardware dealer and bought one good ladder. Another woman fell through one and was severely hurt. It goes to show no matter how absurd a thing is, if it is advertised it will sell. Why will people buy such stuff, and not make a kick. If the same deal was put up by any of the hardware dealers they would have had all the ladders returned to them or suits for damages in case of an accident.

G. A. McMurtry has opened a new hardware store in opposition to the McMurtry Hardware Co. and other St. Thomas stores.

Matt Loney has let the contract for a block of cement houses at Port Stanley.

The local merchants are all making window displays of brushes, brooms and other house cleaning necessities, lawn and garden tools, paint, etc. Some very good effects are obtained.

G. W. Davey, of Ingram & Davey spent last week in Toronto.

The Ontario Fire Underwriters' Association has notified local agents of a reduction of 15c. per $100 to take effect at once.

The case of the Metallic Co. which was noted in this column a short while ago, was settled out of court, but the company must have had a good sized amount to be charged up to loss.

The Simcoe assessor reports an increase of assessment over last year of $49,000 and 130 increase in population.

G. A. F.

GUELPH.

May 12.—In hopes that the weather will soon be warm and seasonable, the Bond Hardware Co., H. Occomore and other local hardwaremen are ready to make a good showing of refrigerators.

Penfold Brothers, in common with all other Guelph hardware firms, have felt the need of brighter weather to make their building trade accessories move out as they should at this season, but they have been fortunate at this time in having a good demand for their roofing materials and wire nettings.

McMillan Bros. have windows this week containing sporting goods and fishing tackle. Bond's windows are dressed with paints and garden tools. Garden tools and sporting goods are also being made the feature displays in Richardson's windows this week, while Occomore's have one of the best woodenware windows seen here for some time.

Speaking of hardwaremen taking up side lines, one of the most prominent ones of this city expressed the opinion that it was just at poor seasons like this one that the benefit of a good side line as a business-getter is best appreciated. "Now, this is Monday," he said, "we ought to be busy sending kegs of nails and bags of cement out all over the city, but there is practically nothing doing at all in that line; our clerks are not idle, however, just come round the corner of the store and see the stir in the linoleum department." The department referred to was visited and there, sure enough, several customers were being waited on. The fact that this branch of the business was paying well was evidenced by the manner in which it was fitted out. Every roll of oilcloth was hung up on an elevated rack. These racks are so arranged that every pattern in the place could be shown to a customer and not one roll necessarily taken down and laid out on the floor, an operation that entails a good deal of labor and takes up a lot of room.

H. S. N.

CHATHAM.

May 11.—Though the weather has been unfavorable business is reported good. Spring window displays are in order, paints, screen doors, lawn mowers, garden tools and rubber hose being prominent features, brooms, brushes and indoor housecleaning appliances being also shown.

R. Riddell & Sons are making a feature of bicycle repairs and lawn mower overhauling in connection with their machine shop. These are lines which the regular hardwaremen touch very little. From all accounts the bicycle repair business, at one time a veritable "gold mine," has dwindled considerably of late years. This is due, not so much to the disuse of the bicycle, as to the fact that bicycles are most largely used by mechanics in the factories, who feel competent to do their own repairing.

Geo. M. Watt, of Jas. Watt & Son, plumbers, who recently underwent an operation for appendicitis is now fully recovered.

Stephen & Douglas were, at the last meeting of the water commissioners, awarded the contract for waterworks supplies for the current year.

The International Varnish Co., Toronto, is sending out "Lacqueret" advertising cards to householders throughout the city, in the interests of J. C. Wanless.

C. E. Myers, the Blenheim hardwareman, is giving considerable attention to bicycles, putting out a Myers' Special wheel. E. W. Myers, of Tillsonburg, has recently moved to Blenheim, and will join his brother in the business.

W. E. P.

News from West of Great Lakes

New Heating Supply House at Winnipeg—Large Order for Steel Fence Posts Resulting From An Advertisement in Hardware and Metal—Trade Outlook Good on the Pacific Coast.

VANCOUVER.

May 7.—Hardware men continue to report activity better than ever, with every prospect of it keeping up. In plumbing, there is plenty to do, at remunerative rates. In shipbuilding yards, many constructions are on the way, in the shape of scows, tugs, and small boats. While there is an improvement in the lumber industry, a prominent manufacturer remarked this morning to the Hardware and Metal that general conditions were not of the best. There was the anomaly of logs being quoted as high as $13, and the cost of them was equal to the selling price of rough lumber, whereas to be on a margin of profit, rough lumber should sell say at $3 more. Logging camps are starting up all over, and before the summer is ended there should be plenty on hand for all purposes.

The initial draft of the plumbing by-law has now been completed by the committee and is ready for consideration by the city council. Among the important changes is one which requires a fall of 1 foot in 30 for connections with the city sewers, this displacing the present regulation of a fall of one foot in forty. The demand is also made for the deposit of $25 by a plumber in connection with tearing up of block-paved streets. In the technical line alterations are those requiring that all exposed soil pipes shall be coated with asphaltum or the Dr. Agnes Smith preparation, that all waste pipes from sinks must be two inches in diameter and that vents from toilets must not open below any window of an adjoining building. As the by-law now stands no provision is made for plumbing work to be done by certificated men.

W. T. Rodden, of Montreal, president of the Western Explosives, Ltd., is in the city to inspect the plant of the company on Bowen Island, three or four miles from the city. In less than a couple of months, it is expected the factory will be in operation. All the raw materials from Chili, Japan and the United States have arrived.

R. B. B.

VICTORIA.

May 7.—The Y.M.C.A. have succeeded in raising $100,000 in two weeks. On April 30, $100,362.75 had been promised and building is to commence as soon as a site can be secured.

A special meeting of the school board was held yesterday when the type of heating apparatus to be installed in the new $63,000 school was considered. The Buffalo Forge Co., Montreal, will be asked to supply a figure for which the steam blower system can be installed.

Trade still continues active and the prospects are very bright for a good year for the coast. Real estate sales have been good of late some very good sales having been made and several new residential districts have been opened up and have found ready sale.

The Masonic Society of Victoria, are to put a large addition to and entirely reconstruct their present temple.

Tenders will be called in a few days for the grading and construction of the Alberni extension of the E. & N. Ry, from French Creek to Alberni. This line is opening up a very fine country and will mean much to the island when finished.

Mr. Payne, managing director Geo. Wostenholm and Sons, Sheffield, England, makers of the world known I.X.L. cutlery is in town this week.

W.B.C.

WINNIPEG.

May 11.—Winnipeg retail merchants have been deprived of a very valuable line of trade within the past few years due to the large business done in the departmental stores in household goods. The competition is necessarily keen in the somewhat limited lines which the retailers are compelled to carry. One merchant, who until three years ago, conducted a heavy business in granite and kitchen wares, is to-day doing a business 75 per cent. of which is in builders' tools and hardware. Such evidences of specialization are increasing.

The Continental Oil Company of Winnipeg, the Canadian corporation of the Continental Refining Company of Pennsylvania, is meeting with success in its endeavor to place goods in western Canada. Although they have been incorporated since the new year, four large warehouses have been built in Winnipeg, Regina, Saskatoon and Calgary, from which shipments are going out freely to all parts of the west. J. S. Wilbert, the western manager, says the trade has opened up well this spring considering the fact that there are five oil companies in the field.

Charles D. Waldon, late of Pease-Waldon Furnace Co., of this city, has recently arrived from the east where he has been making preparations for the opening, in the near future, of a steam-heating and furnace wholesale house in Winnipeg.

The Purity Manufacturing Company, a branch of the Hardware and Specialty Catalogue House of that name in Buffalo, N.Y., has sold out its local stock to Robinson & Company, of this city.

Henry Miller, head of the Miller-Morse Hardware Company, of this city, has returned from a four months' trip to Europe.

Two new devices recently patented by the Munro Steel and Wire Company of this city, are becoming very popular in Western Canada. One of these articles is the steel fence post which was advertised in Hardware and Metal a few weeks ago. Mr. Munro says that one advertisement brought him an order for three car loads or 21,000 posts. These posts are destined to become extensively used in this country where cedar is not to be had.

The other device is the Munro fence lock which is simply the upright supports for the wire fence upon which locks are made which fit into the smooth strands of wire. They sell the upright locks in bundles and the wire in the original coils. They have sold the exclusive right to handle this fence in British Columbia, for the sum of $10,000.

The Manitoba Bridge and Iron Works, Limited, has obtained the contract from the general contractors, Haney, Quinlan & Robertson, for the whole of the structural steel in the new Transcontinental railway shops at St. Boniface, amounting to nearly 5,000 tons. This is the largest contract for structural material that has been given in Canada this year, the contract price being in the neighborhood of $350,000.

Morkill & Scott, of Dominion City, Manitoba, who have been in the hardware and grocery business since 1881, have sold out to H. Wellband, of that town.

The Canadian H. W. Johns-Manville Co., Toronto, manufacturers of asbestos wares of all descriptions, of Milwaukee and New York, have decided to open a branch warehouse in Winnipeg to serve the prairie provinces with their manufactures, with M. C. Burgess as representative.

Frank Simms, son of the late T. S. Simms, the brush and broom manufacturer, of St. John, New Brunswick, is in the city in interest of the firm of which he is now the head. He has just returned from Vancouver and intermediate points.

The Boswell Bicycle and Skate Company, Limited, has been incorporated recently in Winnipeg with a capital stock of $5,000, for the purpose of manufacturing those articles in this city.

Several local business men have secured letters patent incorporating a company under the name of "The United Glass Manufacturing Company, Limited," with a capital of $500,000. The offices of the firm for the present are in the Ashdown building in this city. John H. Gunn, president of the company, says that about $75,000 will be spent in building a factory, glass plant and warehouse this summer on the site recently obtained for the industry which will be adjacent to the new Grand Trunk Pacific shops now under construction. Ten acres have been purchased on which to erect buildings and an option on an additional six acres has been secured. The sand to be used in the works will be obtained from deposits about thirty miles east of the factory site, to which a spur track will be run.

Theodore Korb, for the past six years resident in Canada in the service of wholesale hardware houses, left Edmonton recently for Louisville, Kentucky, to assume the management of the Belknap Hardware and Manufacturing Company Advertising Department. Mr. Korb has confined his attention more particularly to catalogue compiling while in Canada. Among the several wholesale houses he has served in this way are Lewis Bros., Montreal, Miller-Morse, Winnipeg, and E. G. Prior, Victoria.

E. A. Dykes for a number of years in the retail hardware business in this city, has left the city with about $6,000 worth of stock to conduct a similar business in some Saskatchewan town. It is not known where he will locate, since when he left the city he had designs on several towns in which he felt satisfied an encouraging trade could be worked up.

The hardware stock formerly owned by Neil Lightly, a north-end retailer, has been taken over by the J. H. Ashdown Wholesale Hardware Company.

The Pease-Waldon Furnace Co., of this city, are in receipt of orders to supply furnaces to the Cranbrook public school, two schools in Dauphin, Manitoba, and the Minnedosa school. L. C. H.

SASKATOON.

May 11.—The plans for the new C.N.R. depot to be erected here have arrived in the city and it is probable that the tender for erecting the building will be let in a few days.

J. G. Nicholson is to build an addition to his warehouse.

The Agnew Bros. Hardware Co. have called for tenders on the three-storey block which they will erect this season.

T. J. Henderson, of Henderson & Batterby, hardware merchants, Broderick, Sask., was in the city last week.

The tender of McVean & Craig on sewer and water extensions throughout the city, has been accepted by the council. The figure at which the contract is let is $3,237.

On May 29 the citizens will vote on several money by-laws. They include the raising of $26,400 for macadamizing streets in the business district; $14,000 for extension of waterworks system; $10,000 towards equipment for the electric plant; $9,600 to provide for sewer extensions; $13,000 for grading streets and building sidewalks.

A. W. Cassidy, whose tender for $31,725 was accepted by Saskatoon public school board on a new school, has thrown up his contract and excavating operations have ceased in the meantime. Mr. Cassidy claims that he made a mistake of $10,000 in figuring out the tender. The contract had been signed by trustees and contractor and a deposit of $1,000 put up. A special meeting of the board has been called to adjust matters. D. G. R.

WESTERN CANADA NOTES.

E. A. Dykes & Co. are giving up their hardware business at Winnipeg.

The Hockin-Siddons Co., a new wholesale hardware house at Moose Jaw, will be managed by Ross Bros.

R. G. Swain, hardwareman and harness dealer, Altamont, Man., has sold his hardware business to Ross Davidson.

Wankel & Bare, hardware and lumber merchants, Oak River, Man., have sold their hardware business to Hume & Osborne.

HARDWAREMEN AND MUSIC.

E. A. Humphries, Parkhill, son of the former president of the Ontario Retail Hardware Association, is the subject of a half-column article in last week's Parkhill Post. Mr. Humphries has organized the Parkhill Choral Society, composed of 100 singers, and has been training them with credit to himself. With Fred C. Lariviere, Montreal, as president of Montreal's leading chorus, S. H. Alexander, of Wood, Vallance & Co., Hamilton, secretary of Hamilton's best choir, and Mr. Humphries, as conductor of the Parkhill organization, the hardware trade cannot be said to be lacking in musical talent.

PAY FOR QUALITY.

After buying a piece of meat did you ever discover that you had unexpectedly paid for quite a chunk of bone? Cheaper to pay more a pound for clear meat. The "bone" in rope is composed of cheap fibre, French clay, excess of oil, etc. It is cheaper to pay more per pound for the best brand, which is all "meat."

SAVE MONEY

By Using Our

Corrugated or Plain Round Conductor Pipe

made in 2", 3", 4", 5", 6" diameter by 8′ and 10′ lengths without a cross seam. You can buy this perfect pipe for much less than you can make up pipe in 30′ lengths. Our Eave Trough is the best; it is machine made on a steel die and every length is the same.

SEE THAT YOUR WHOLESALER SUPPLIES YOU WITH OUR PIPE AND TROUGH

Winnipeg Ceiling & Roofing Co.

Manufacturers Corrugated Iron, Metal Ceilings, etc.

Winnipeg - - - Manitoba

G. F. Stephens & Co., Limited

WINNIPEG and CALGARY

The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

Whiting's Brushes

English Solid Back Horse Brushes

English Solid Back Scrub Brushes

Fine Varnish Brushes

Ridgley Trimmers

Paper Hangers' Tools

Write for Brush Book and Discounts

P.S.—We also ship all orders for Brushes same day as received

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE EVERYWHERE

In the Beginning

that's when

Pease Furnaces

cost most. The best iron and steel used in proper quantities and assembled by only expert workmen backed by an experience of over thirty-five years is worth money—cost money.

In the End

that's when

Pease Furnaces

cost least, because the life of a Pease furnace is long—it gives satisfaction all the time, and means reduced repair and fuel bills.

You can add to your list of pleased customers with a Pease Agency.

Write for Catalogue

Pease Foundry Co., Ltd.

TORONTO, ONT

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph up to Noon on Friday.

The general revival of trade among the retailers has not yet affected the wholesale trade. The business has been dull in both lines for several weeks owing to the prolonged cold weather.

Within the past week building operations began in many quarters, and if the building permits are carried out many more will begin very soon. Builders hardware is the line the majority of local retailers depend upon more particularly, and it is interesting to note the rise and fall of trade according to the extent of building activity.

Refrigerators, paints and brushes, and sporting goods are moving well generally.

It is expected that nails will advance in price within a few days. An advance is quoted in Chicago to-day.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.00; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron, No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS—$2.90 per keg base.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7, $4.25; ⅜x6, 7 and 8, $4.10; 7-16x7 and 9, $4.00; ½x8, 9, 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 50; Premier, 50; Colonial, 60; Royal, 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 12¾; British manilla, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise plain, 45c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette tarred, 84c; Cyclone, tarred, 78c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70, 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 50c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

Edmonton Quotations.

Barb wire, $4.00 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — MRM and "Bell," $5.15 base.

HORSENAILS— MRM, new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

AMMUNITION—Primers, $1.55 per M.; loaded shells, English and Canadian make. 12 gauge, black soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

"SANDERSON'S"
TOOL STEEL

"ALWAYS RELIABLE"

MACHINERY STEEL

SMOOTH AND IRON FINISH

A. C. LESLIE & CO.,
LIMITED

MONTREAL

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

Trap Shells

Our stock is large and particularly well assorted. Write us for full particulars.

EDMONTON, ALBERTA

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

The Sherwin-Williams News

VOL. I. SOMETHING NEW EVERY TIME NO. 7

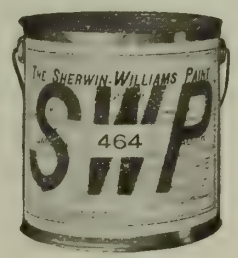
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THE SHERWIN-WILLIAMS CO.
Canadian Headquarters and Plant:
639 Centre St , Montreal, Que.
Warehouses:
Toronto, Ont., and Winnipeg, Man.
Edited by
THE LITTLE PAINT MAN.

The Truth About S. W. P.

We could not make better house paint than S. W. P. if we charged ten times as much, and on the other hand we could not make as good paint if we charged less—I know, 'cause I work in the factory an' know just how it's made—I've seen the stuff that goes into it and know it's right up to standard. This allows the fact to remain that S. W. P. is the kind of merchandise that growing, progressive, business-like merchants want to handle. There's any number of advantages in selling a good standard article like S. W. P. instead of selling cheaper goods at a lower price. I am jotting down one or two of them below. Read them at least twice.

The Little Paint Man

There is more profit on each sale.



The customers who buy good standard merchandise are more desirable customers in every way, easier to handle, quicker to wait on, easier to satisfy and better pay than those who are always haggling over the price.

S. W. P. is the backbone of the Sherwin-Williams Agency, than which there is no stronger agency proposition in any line. The S-W Agency not only embraces the highest quality goods in the paint and varnish trade, but the best advertised and best established goods. We are always planning new ways of increasing the consumption of S-W. Products. Just at present we are carrying on an extensive campaign in 180 of the best national and local newspapers throughout the country. You should have this force working for you. Write us for full particulars.

580



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

Malthoid Roofing is cheaper than shingles, easier to lay, needs less attention after it is laid.

There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Pacific Coast Gypsum Co. will erect a new plant at Vancouver.

The Keystone Engineering Co., Toronto, purpose locating at Wiarton.

Whitney Bros., Superior, Wis., propose building a large dry dock at Fort William.

Preliminary work on the construction of the G.T.P. shops and bridge atWinnipeg has been begun.

The American Radiator Co., Brantford, have bought some property there and will extend their plant.

Sheet steel roller mills for the manufacture of block tin and sheet steel will be erected this year at Peterboro.

Wiarton hopes to obtain the big steel plant purposed to be built at some Georgian Bay port by a Universal, Pa., steel concern.

Two U.S. industrial concerns, whose names are not mentioned, are negotiating with the London civic authorities for factory sites.

The Vigars-Shear Lumber Mills, at Port Arthur, have resumed operations and 300 men will be employed in them until next winter.

The Dominion Carbolinium Works will erect a large plant and expend several thousand dollars in modern machinery and improvements at Vancouver.

The Bond Transmission and Foundry Co., of Mannheim, Dakota, intend locating a branch in Canada, and are looking over the possibilities of Alexandria.

Orillia has passed a by-law to grant the E. Long Co., a free site for a new factory and plant and fixed the assessment. The company agree to increase the employes by over 50 per cent. They now employ 70.

The McClary Mfg. Co., London, is contemplating the erection of a big addition to the molding plant. The foundation will be put in within a few weeks, and the building will be completed during the winter months.

Samuel J. Shimer & Sons, a Pennsylvania concern, have obtained a license to manufacture in Ontario rotary cutter heads and other tools and machinery from metals. The Canadian headquarters of the company are at Galt.

The Capital Scale, Brass and Iron Foundry Co., has purchased a large lot on which a factory will be erected. Construction will be begun at once. The factory will be for the manufacture of special patents and devices, and there will be a foundry in connection.

A reorganization of the Canadian Portland Cement Co., Wiarton, has been effected and the company will resume operations at once. The assets of the concern are placed at $500,000 and an additional $100,000 has been subscribed to put the company on a good working basis.

Purity Ware, Limited, is a new company which will erect a large factory at Peterboro to manufacture all kinds of enamelware, galvanized iron ware and range boilers. $150,000 worth of machinery will be installed and 100 men will be employed at first, which may later be increased to 500.

Welland has secured another industry in the Canadian Seamless Steel Co., manufacturers of bathroom fixtures and all heavy articles of pressed steel. A plant to cost $125,000 will be built, and 75 hands will be employed at the start, to be increased to 200 by January 1, next. The parent company of the local industry is the Seamless Steel Mfg. Co., of Detroit.

Municipal Undertakings.

Construction work has begun on sewer and water extensions at Saskatoon.

The time for receiving tenders for Estevan's (Sask.) waterworks system and main sewer has been extended to May 26.

Winnipeg controllers have placed the laying of a water main on Jessie avenue on the order paper for immediate construction.

The work of building a $7,000 extension to the Hull waterworks was approved at a recent meeting of the Hull city council.

At a recent meeting of the Walkerville town council, Engineer McKay reported upon the proposed new trunk sewer, estimated to cost $27,000.

Victoria ratepayers will be asked to sanction the raising of $125,000 for the purpose of purchasing pipe for the extension of the distribution system of waterworks.

An agreement has been reached between the C.P.R. and the Taber, Alta., council by which the railroad company agree to supply the necessary water from their water main to supply a waterworks system throughout the town. The town must put in their own laterals and high pressure tank. A by-law will be submitted to the people shortly and it is expected will be carried.

Railway Development.

The reconstruction of Brantford's street railway system will be pushed.

The Mount McKay and Kakabeka Falls Railway at Fort William will be constructed at once.

Trains are expected to be running over the Winnipeg-Fort William branch of the G. T. P. by the end of July.

Work on the newly chartered North-Western Railway, an electric line from London to Sarnia, will commence shortly and be hurried through to completion.

Contracts are reported to have been let to Foley, Welsh and Stewart for the construction of 40 miles of C.P.R. line northerly of Cheadle, Alta. for 28 miles northerly from Kipp to Little Bow River, Alta.; and for 35 miles easterly from near Lacombe, Alta. A contract is also reported to have been let to Dutton & Finson for the construction of 20 miles westerly form Weyburn, Sask.

New Companies.

The Energite Explosive Co., Haileybury; capital, $175,000. To manufacture powder, dynamite and other explosives. Incorporators, L. Sohier, G. Nicot and J. R. Genin, Montreal.

Steel Reesor Co., Toronto, capital, $60,000; to manufacture stoves, furnaces, engines, boilers, plumbing and hardware supplies. Incorporators, J. Reesor, C. W. Steel and Geo. Hickey, Toronto.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Summer Cooking Specialties. — The foregoing is the title of McClary's 1909 catalogue of summer lines. The company is calling special attention just now the the "Caloric" gas range, which this season has been much improved. It is made in 35 styles and sizes, and may be used for both natural and artificial gas. This range is treated of in the catalogue under review, as are the "Chelsea" hot plate gas stove, and the "Model" oil stove. Other lamp, gasolene and oil stoves are as well described, and an unique line is the "Model" knocked-down oven, which, as its name implies, is a collapsable oven that may be folded in a small parcel. Then there are the oil heaters and enamelware lines of kitchen utensils and sundries and ice cream freezers, refrigerators, and other articles which are brought to one's notice during the hot weather months—all of them are noticed in this 1909 catalogue.

Canada Foundry Co.—Under the title "Our Product," the Canada Foundry Co., Toronto, has issued a booklet in a convenient form for distribution among those interested in the output of its works. The company claims to be the largest general engineering and manufacturing company in Canada, and the booklet under review is devoted to a description of these and other manufactures of the concern. Three works are operated by the concern—at Toronto, where are built locomotives, boilers, dredges, bridges and gas engines; the Ornamental Iron Works, also at Toronto, comprising machine shop, foundry, etc., and the Canadian General Electric Works, at Peterboro, where are constructed all manner of electrical apparatus and supplies. The booklet is printed on coated paper and is well illustrated, fully one-half of the book showing views of the works and the products of the company.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

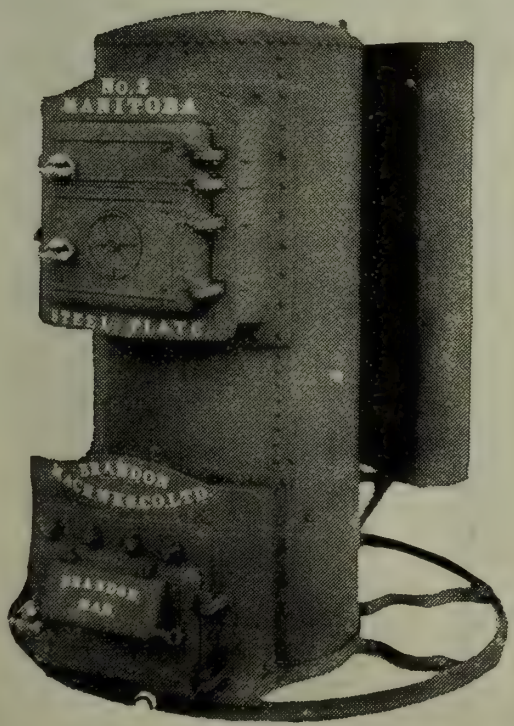
WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY





We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

The Brandon Machine Works Co., Limited

Brandon, Manitoba

Electrical and Lighting Supplies

Housecleaning Creates Much Business for this Department—Automobile and Motor Boat Supplies—Lighting by Acetylene.

Hardwaremen handling electrical supplies are extremely busy just now. With the spring cleaning many little improvements are being made to the electrical lighting. New style shades are being bought by the householder, while with the development of the power and economy of the lamps themselves, there is plenty of scope for new lines. As a rule the hardwareman is much more accessible than the electrical supply house pure and simple, and for minor breakages and improvements he is the best man for the trade. Door bell batteries are often going wrong, cutouts and sockets breaking, and dealers with the rapidly developing use of electricity can work up a most profitable demand. The carrying of electrical supplies is distinctly part and parcel of the hardware industry, just as gas and lamp supplies are, and not only that, but the handsome fixtures and pretty shades now on the market combine effectively with any display that the hardwareman might make of a general character. With the development of automobiling, the demand for batteries and other electrical apparatus is a rapidly increasing one.

Door Bell Batteries Eliminated.

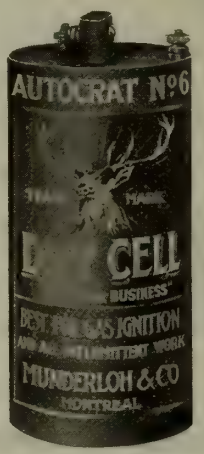
In regard to batteries for door bell systems, an invention has been put on the market which does away with the inconvenience attending the exhaustion of the battery or the breaking of the connection. This is a tranformer which enables the householder to obtain the current from the electrical main, and thus dispense with a battery. It will operate on the ordinary lighting circuits, and can be installed by anyone with a slight knowledge of electricity. As it has no moving parts, once installed it will thereafter require no attention. It is adapted to operate on circuits running from 100 to 130 volts, and is provided with taps giving 6, 12, and 18 volts so as to meet the requirements of various styles and sizes of bells and buzzers.

Shooting by Electricity.

Electrical light is being brought in to help rifle firing at night, by illuminating the sights. A small battery fitted on the stock of the rifle serves to light a pair of miniature electric bulbs, placed on each side of the gun barrel, at the extreme end. The button which controls the electric circuit is fitted on the trigger guard, and when the operator presses this button, the miniature lamps serve to light the rifle sight. The lights, themselves, are shielded from view. In twilight hours it is often impossible to take any aim with the ordinary rifle, although the object fired at owing to its size may be readily seen. By illuminating the sights in the manner indicated the shooter may aim quite accurately. The invention should be valuable for close range firing at night."

Electrical Catalogue.

Munderloh & Co., Montreal, who last year put up a large fireproof warehouse and factory, which is one of the finest buildings of its kind in Montreal, have just issued a very handsome electrical supply catalogue. The book is a work of art, and embodies in concise form



Autocrat Electric Battery.

nearly everything that can possibly be required for the electrical trade. It is particularly useful as a reference book, and any responsible dealer can have one by sending in a request. One of the lines shown is the Autocrat battery for automobiles and motor boats.

Acetylene Gas Lighting.

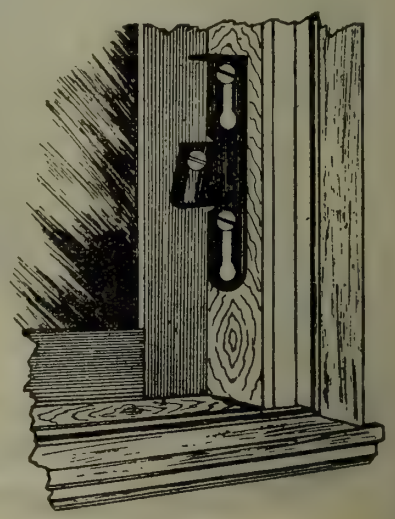
Since it has been proved that acetylene gas was capable of producing a light, and a good light too, and by which colors can be distinguished as easily as in daylight, many inferior machines for generating have been put on the market. This condition naturally caused dissatisfaction and for a time it seemed as if acetylene gas was doomed. More had to be learned. These difficulties and discouragements had to be overcome. Men of science and mechanics studied and experimented with success and proved that to produce acetylene gas certain conditions were necessary. A generator must be built of the proper dimensions, of the best material and workmanship, yet withal simple enough in design that any person could operate them with safety.

There should be no overheating of gas during its generation. This overheating was the greatest trouble with primitive machines (in which the heat was known to sometimes rise to 1,000 degrees.) It is no wonder, now that its nature is understood, that acetylene failed to give satisfaction in the past. Unless the acetylene is washed, and dried, relieving it of impurities, the bubbles destroyed, filtered, and made at a uniform temperature, it is impossible to get good results. The National Gas Generator, manufactured by the National Acetylene Gas Company, Sherbrooke, Que., is said to fulfil these requisites. It is well made, automatic, simple, durable, and is easily recharged, and cleaned. It is provided with a bell or floating gasometer which gives uniform pressure to the gas, and has but one place where to feed the water. It has an agitator or shaker, contains sufficient water to generate the gas and sufficient water to keep it cool. The National, which washes gas, destroys all bubbles, filters the gas, dries it, and gives a bright mellow light, is approved by the Canadian Fire Underwriters' Association. The company also has in hand certain new and useful improvements in flush tanks invented by J. O. Brousseau, of North Hatley, Que. By these improvements, which have been patented, the syphoning of the tank is made much more certain, while the defective closing of the inlet valves and outlet flush pipes, and consequent waste of water, is prevented.

STORM WINDOW FASTENER.

The storm window fastener manufactured by W. Bourque, East Sherbrooke, Que., is a simple and economical device not only for fastening windows in the winter but for screen windows or venetian blind frames. It can be used as an inside or outside fastener. Used inside the fasteners can be utilised to lock the sash for those who are closing their houses in the summer.

When in place the fastener is there to stay, and there is no trouble for the householder to take out screws every fall and spring. Once put on the only



Storm Window Fastener.

tool required is a hammer, and a few taps on the top projection draws the window tight as required. It is made of steel and will last a life time.

The Retail Paint Trade

A FARMER'S INSURANCE.

Although farmers are beginning to realize the value of paint, there is plenty of room for educative work on the part of the dealers who cater to the farming trade. It is a curious fact that although the progressive farmer may keep his farm buildings in good condition, he entirely neglects his implements. Yet the latter are as well worth saving as the former. Of course the farmer is inclined to look at the individual cost, and in a short sighted way act accordingly. He says, "my barn cost me a pile of money, and therefore I must pay a little to keep it in order, but my wagon, or my plough, or some other implement cost comparatively little, and I do not think that I will spend any more money on it." He forgets that wear and tear is not only affecting the one utensil but all the others on the farm at the same time, and that his implements in the aggregate total up a pretty heavy sum.

In addition the farmer is influenced by the fact that he has not yet grasped the full value of paint. He still considers it more as a decoration, something to make something else pretty, than as a magnificent preservative. It is the dealer who must drive these essential qualities of paint into the mind of the farmer. He must point out over and over again, for educative work of any kind is very slow, how the farmer can save money by using paint, how the life of his barns, fences, and implements can be prolonged. In fact a farmer by the regular use of paint can save on his implements alone enough money in a comparatively short term of years to build a barn or to completely restock his farm with new implements.

A progressive farmer who believes in paint recently stated that he saved thousands of dollars on his farms by the free use of the paint pail. He gave an instance of how by the expenditure of $10 worth of paint on three wagons in five years he had saved $100. Besides the wagons were to-day as good as when he had first purchased them. For instance, take the mower. Ordinarily it is exposed to rain and wind, sleet and snow. One hour, and fifteen cents worth of paint, will suffice to protect this mower for half a season. Usually the beam of the farmer's plow is checked and cracked. A single coat a season—five minutes' work and three cents worth of paint—will save it. Rake, hoe and shovel handles can be made as good as new by a few movements of the paint brush.

And going from implements to buildings there are thousands of barns throughout the country now well on the road to ruin that could be saved, if paint were used upon them this spring. Get after the farmer. Do not wait until he finds out all this for himself, or from a competitive dealer. Start the

Don't Get "Notions" About

Floorglaze

Please don't get the notion that FLOORGLAZE is good only for floors. FLOORGLAZE is a solid-color floor-enamel with all the elasticity of good paint, and more; and that has a dozen uses about the house, indoors and out. It's so advertised for you that it can't help selling once; and its own quality sells it again to the same people—and their neighbors. FLOORGLAZE is the kind of goods that strike you as about right for your store.

Send for a Sample Can and Color Card now

Imperial Varnish & Color Co., Limited
TORONTO

Ready stocks of all our staple leaders (do you know them all? You should), at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street.



TACKS

Every household requires Tacks; Tacks made from good material, with heads that will not fly off easily, with points that are sharp and clean cut; Tacks carefully picked over, and culls thrown out.

This is the kind of Tacks we have been making for years, and the proof that they give satisfaction is found in the fact that they are stocked and sold by all the leading Hardware Houses in the country.

The Montreal Rolling Mills Co.

educative work at once, and when the farmer has been seized with your enthusiasm, not only will you make a good sale, but create a customer who will always be grateful for your advice, and who will realize as time goes on, how much you have saved him by your paint salesmanship.

Paint and Oil Markets

MONTREAL.

May 14.—The improvement in orders consequent upon the more spring-like weather has taxed the shipping facilities of the various paint and varnish concerns. The number of small orders is most marked, and this hand to mouth buying is creating some friction as it is most difficult to oblige every customer by shipping the moment the order is received while the rush is on. "The trade," remarked one grinder "should go back to its first principles, and order six months ahead of probable requirements."

TURPENTINE—Notwithstanding that large calls have been made upon the new stock of turpentine which is gathering at Southern shipping points, prices have kept steady, and we continue to quote 55c for single barrels net 30 days.

LINSEED OIL—It is reported that the call for linseed oil this spring is probably above the average. This in a measure is explained by the fact that with the comparatively low prices now obtaining, and the uniform quality of the oil, there is very little disposition to use substitutes. Influenced by the steady market users and jobbers are buying freely. There is no change in quotations. Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; strictly net, 30 days.

GROUND WHITE LEAD—The orders are erratic for white lead, but an encouraging trade is being done in the Province of Quebec. There is no change in prices, and we quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Owing to market conditions buyers of staples such as red lead. orange minerals, litharge, etc., are said to be purchasing freely. The demand for red lead is especially good, and quotations are unchanged. Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

PARIS GREEN—The recent weather has not been in favor of paris green. The demand has fallen into a rut, and will not recover until warmer weather prevails. We continue to quote: 1-lb. cartons, 18c; 1-lb. tins, 19c; 50-lb. drums, 17c.

WHITE ZINC—In sympathy with white lead, shipments are improving, but there is no special feature to the market. Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—Putty is experiencing the good effect of lower freights, and the demand has improved considerably. We continue to quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

May 14.—Lead lines are the interesting feature this week. The reported combine of the American, Spanish, Australasian and German lead trusts has already brought about an advance of 25 cents a hundred in the price of pig lead in New York, and this new trust say they will advance the price in London from $68.75 a ton, the present price, to $95 or $100 a ton.

All this is very interesting not only to metal men, but to paint manufacturers, hardwaremen, and painters generally who handle such large quantities of lead products. A number of Toronto paint manufacturers and jobbers were interviewed in relation to the effect of this world's lead combine on the paint market, and with one accord they all stated that undoubtedly there would be an advance. At present beyond a firmer and stiffer tone there has been no change in the quotations of lead lines.

In general paint lines business has been fairly good. But for the atrocious weather of the past week the present would be near the height of the painting season, and there would be great activity in the demand for paints. Paint men, however, say the unfavorable weather has but delayed business and will make painters the busier when they can get at outside painting.

TURPENTINE.—All over the country the weather has been extremely backward and heavy rains have interfered with operations in the turpentine belt. It is said that for the first five weeks of this season dating from April 1 there is a shortage in production of fully 30 per cent. There was a slight decline in the price of turpentine at southern ports some four or five days ago, since which time the market has again advanced and is now reported very firm. Locally the price has fallen off from last week, and 56c. is now asked for single barrels. It is possible, however, to obtain "turps" from a couple of houses at 55c. Very little trading is passing even at the low quotations. Evidently hardwaremen and painters are pretty well stocked up. The market appears to be firming up.

LINSEED OIL.—In Great Britain oil still seems to be very firm and flaxseed from India and from the Argentine Republic remains at such a price as indicates that linseed oil is not to be any lower for this season. The local market here remains about the same, as the rather more-than-ordinary amount of rain at this season has to some extent lessened the amount of out-door work

YOU KNOW JUST WHAT YOU'RE SELLING

when you hand out "English" Liquid Paint to your customer—and he knows just what he is buying. The **guarantee formula** is on the can, stating plainly that the white base on which

"English" Liquid Paint

is made is 70% Pure White Lead (Brandram's B.B. Genuine) and 30% Pure White Zinc. No paint can possibly be better, for Brandram's White Lead is recognized as the best in the world.

If you are one of those dealers who believe in **knowing** just what they are selling to their customers, you'll appreciate "English" Liquid Paint, with its guarantee label.

Just write us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

Capture the Trade
Muresco will do it

It will do more than any other preparation in its line to help you ,as well as the painter and decorator, get results.

Your interests are mutual in many respects. The dealer feels a pride and pleasure in selling and the decorator in applying, Muresco.

It is a hot water finish. It will not peel, rub off or crack as certain kalsomine preparations will. One coat of Muresco is worth several cold water finishes.

Our Price and Color Cards will interest you

BENJAMIN MOORE & COMPANY, Limited

WEST TORONTO, CANADA

NEW YORK CHICAGO CLEVELAND

"MORE SALES"

That's the cry of the ambitious merchant. Save your strength Mr. Dealer and take one good, deep look into the problem of salesmanship. To be successful in selling paint you must first—attract, second—interest, third—convince, fourth—create desire, fifth—supply that desire. Successful selling depends upon right buying.

Get in a Supply of

MARTIN-SENOUR PAINTS

and most of your sales troubles will end. You might by smooth talking sell a common brand of paint but the user won't return for more. So, for **More Sales** have on hand **Martin-Senour Paints.** The **M. S.** means just that—**Martin-Senour's for More Sales.** Order a trial lot and we will send you plenty of advertising that will help get your trade in the notion of buying paint—because they will recognize the good reputation of your new stock.

Remember—MARTIN-SENOUR FOR MORE SALES

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

MONTREAL
The Winnipeg Paint & Glass Co., Ltd.
Winnipeg

CHICAGO
The Maritime Paint & Varnish Co., Ltd.
Halifax, N. S.





that would otherwise have been done, so that trade is not quite so brisk in the paint line as had been anticipated. Raw is at 59c., and boiled at 62c. per gallon, barrel lots.

WHITE LEAD.—The local market is very firm and dealers are awaiting the action of corroders. Pig lead has advanced in New York, and undoubtedly will do so here, too, say the jobbers. If this should happen lead products will advance. In the meantime quotations remain at last week's figures: No. 1 is $5.40 to $5.65; pure white from $5.80 to $6, and a superior line is offered at $6.25. Genuine red lead is still quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs.

STAINS AND VARNISHES.—From all parts of the country come reports of excellent business in these and other seasonable lines. Ready mixed paints are strong in demand just now, and brushes are active.

GLASS AND PUTTY.—Glass importations are arriving this week and goodly lots are going out to hardwaremen. Prices are unchanged from last season, and there is rather a firmer tendency than otherwise to the market. Putty is increasing in demand.

PARIS GREEN.—Orders are fair, though not so large as a couple of weeks ago. 25-lb. drums are quoted at 17¾c.

PETROLEUM.—Illuminating lines are declining somewhat in demand, and lubricating oil and gasolene are pushing to the front. Motor gasolene is 17c. per gallon in barrel lots.

THE PAINT STOCK.

It takes time and careful watchfulness to keep a paint stock in good, neat condition but it can be done with a little clever arrangement of your goods and attention to the small details of keeping your arrangement right down to the minute.

Many a paint sale is lost by a dirty, disorderly store, says Paint Modernism. Don't you like to walk into a place of business of any kind and see plainly as though it were written in large letters across the door that the merchant believes that "Order is Heaven's First law?"

Stop right here a minute and walk into your paint section, not as an owner, but as a prospective customer, and try to size up your stock from his standpoint. Are your counters dirty and covered with miscellaneous collections of cans, putty knives, scales and the general accumulation of utensils so common in many a store?

Are there barrels of dry material standing around open? Have you open buckets full of putty lying around to catch dust and dirt from your daily sweepings? Do your shelves look untidy and disorderly, and are the labels on your packages dirty and shopworn? If you were buying paint as a stranger would you buy from your own stock, or from Brown, across the street?

With a little scheming and thought put into this idea you can keep your stock in such shape that you will be proud to take a customer to look at it. Try to figure some rearrangement which will enable you to keep your various kinds of paint in most attractive condition. See if you can't put those dry colors into drawers or bins and take those old barrels out into your warehouse, or burn them up. Keep your different specialties all in their proper space and have a section or division for each, with a neat, attractive sign showing at a glance which is floor paint or which varnish stains. Keep your cans in order and in numerical or alphabetical sequence so that you can tell at a glance just where a certain shade is.

Partition off your counter for putty and keep it there and see that it is always of the proper consistency. Have a cover for it so that it may be kept free from dust.

MAINTAINING COLOR STANDARDS FOR PAINT.

Large buyers and users of paint are well aware of the difficulty of maintaining a standard color year after year. The general practice is to obtain a paint of a satisfactory shade, and to require that all future shipments match this shade. Frequently the original sample is lost or used up, and even if carefully preserved, the difficulty of determining slight changes in shade and the probable change due to fading frequently results in a gradual change in the standard color. Where specifications are in use the trouble caused in this way is considerable as differences of opinion are bound to arise.

A very interesting instrument is in use at the Arthur D. Little Laboratory in Boston, for maintaining a desired shade of paint. This instrument, which was recently invented by Frederick C. Ives, and which is called a "colorimeter," accurately measures the shades of any color. The method of procedure is as follows: The standard paint being determined, a board is carefully painted in the same manner as a car body and the color measured on the colorimeter. This instrument gives a certain scale reading, and by setting the instrument again at this same reading the original shade is at any time reproduced in the field of the instrument. On subsequent shipments a sample board is prepared in a similar manner and the exact shade measured on the instrument. This method does away with any need of preserving the original sample and eliminates any possibility of change from fading, as the standard is defined by certain scale-readings on the instrument which give the exact color value of the different components which together make up the composite color under examination.

A good ink for marking tinware is made by reducing asphalt or black varnish with turpentine to the proper consistency. Keep this in a corked bottle. When it is wanted for use, shake the bottle and stick the pen into the varnish which adheres to the cork. Turpentine or kerosene will remove the mark.

READY-MIXED PAINT

AMBERITE FLOOR ENAMEL

TO THE HARDWARE TRADE

In purchasing all your supplies from

THE CANADA PAINT COMPANY

you save time, package, freight and money, inasmuch as the

CANADA PAINT COMPANY

manufacture every Varnish, Stain, Enamel, Paint and Color used by the Painter, Varnisher and Householder.

VARNISH AND JAPAN

LEAD AND ZINC

Ramsay's Shingle Stains



Write us for prices on Shingle Stains. These bright, beautiful stains are becoming more than ever popular. Every paint shop should be thoroughly posted and know how to answer questions about this line.

Ask for our color card giving all information about

Ramsay's Creosote Stains

Cheaper and better than imported lines. Don't pay high prices.

Write us.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

IT'S QUALITY THAT COUNTS EVERY TIME

YOU GET IT, SO DOES THE CUSTOMER IN

Standard Finishing Varnishes

These varnishes are reliable, ready and durable. The quality is uniform throughout, the working properties are free and easy and they impart a lustre that lasts.
There's satisfaction all round in handling goods that you know are right and safe.

SEND FOR OUR BOOKLET

Standard Paint and Varnish Works Co.

Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.

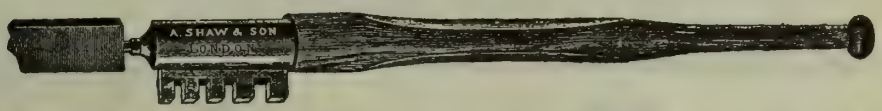
Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

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GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

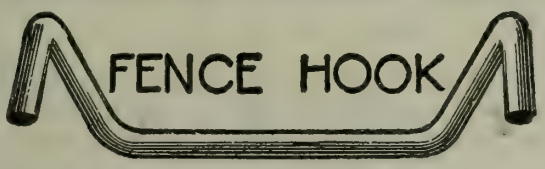
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GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"



Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.

HAMILTON, - ONTARIO

We make Jail Cells and Gratings of every description



CLEAN HANDS

I can draw an accurate gallon of oil without soiling my hands in the least with my

BOWSER
SELF MEASURING
OIL TANK

That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5457. There is something in it for you.

S. F. BOWSER & CO., Ltd.
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Atkins Silver Steel



Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.

It's a Mistake to Push Inferior Goods

Your first profit may be larger, but in the end you will find that business slips away. Permanent patrons are pleased ones, and pleased patrons become permanent. That's one of the very strongest reasons why you should concentrate, and remember

There's Nothing "Just as Good" as ELASTICA

It's the one perfect floor finish.

We have told you from week to week what it is, what it will do, and we now want to hammer home the fact that ELASTICA is what all householders want, and will buy from you or from your competitor. Sold in sealed cans only.

VARNISHES—Just a reminder that this is the great selling season, and our brands are leaders. Our works are the largest in the world. We were the first to establish definite standards of quality.

Let us send you "The Right and Wrong Finish for Floors." **Write for our descriptive booklet, "Architectural Finishes"**

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,
NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS

Island City Boat Specialties

Gloss White for Exteriors
Flat White for Interiors

Smokestack Paint
Deck Paint
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Boat Varnish

Reliable and **profitable** lines for the **dealer** to handle.

P. D. DODS & CO.

Limited

Montreal, Que.

REAL GERMANTOWN LAMPBLACK

Contains this trade mark



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL.

What about your Linseed Oil? Ever have trouble with your Paint or Varnish owing to impure oil? Of course you have, or else you have not been long in the business. Be sure of your Linseed Oil? It is important and vital. It must be made from the best of Flax and it must be aged to suit your needs. Poor oil will ruin business in every line of paint and varnish. We guarantee our Linseed Oil pure by chemical analysis.

Canada Linseed Oil Mills, Limited

MONTREAL

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

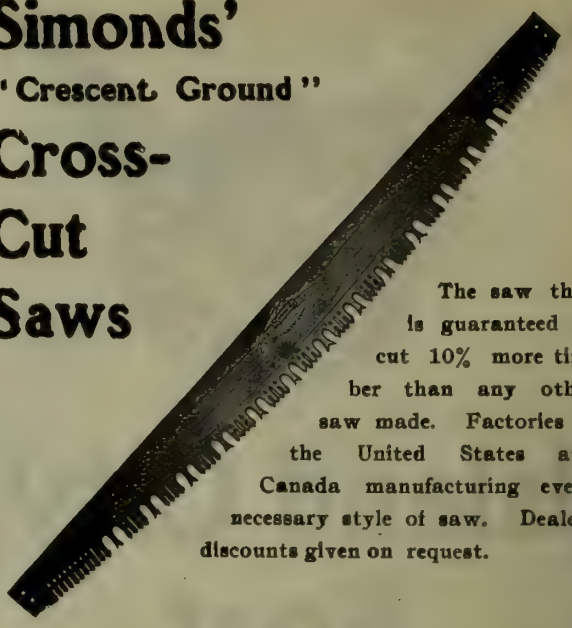
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The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

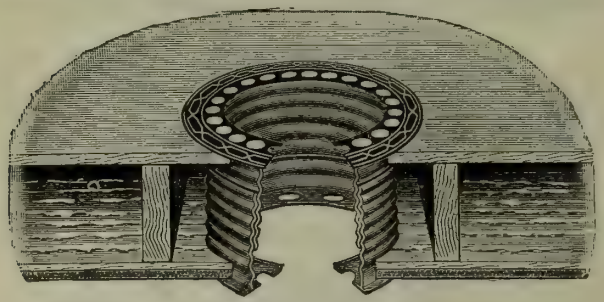
Simonds Canada Saw Co.

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O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. they are the only real good Stove Pipe Thimbles on the market. Manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

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"IGEL" BARB WIRE

Ordinary Long Barbed Wire is DANGEROUS
Many valuable cattle have been ruined
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"IGEL" Short Barbed Wire is NOT DANGEROUS, quite as effective, and Cheaper.

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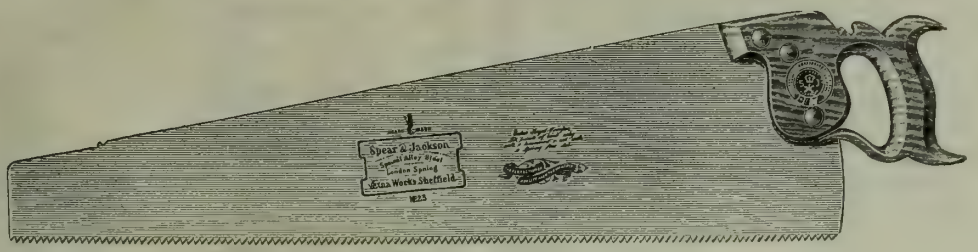
For particulars apply to Watson Jack & Company, Montreal.

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Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
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LOOK OUT!



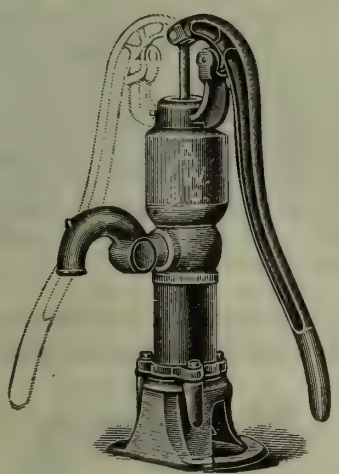
¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

Aylmer Pumps



The above words always bring to the mind of the man who knows them, the thought of **Quality.** That has always been our aim and we are accomplishing it if the increase in the demand for our goods tells anything.

Don't forget that we have a full line in Pumps and Supplies. Also Iron Pipes and Pipe Tools, Scales, Extension and Step Ladders, etc.

AYLMER PUMP AND SCALE CO., Limited

AYLMER : : : : : : : ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO. WINNIPEG, MAN.



Mistakes. Oh, yes! We make them, but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

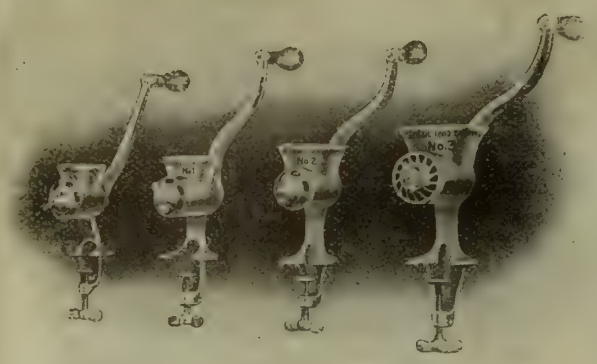
McDOUGALL PUMPS

which are Standard Pumps, and you will prevent that repetition of mistake.

Our Catalogue explains

The R. McDOUGALL CO.

Galt, Canada LIMITED



FOOD CHOPPERS

"GENERAL" **"SHIRREFF"**

You can depend upon them, Mr. Retailer, to give satisfaction and do all we claim for them. They are made in four sizes that cover every demand, and have properly tinned, self-cleaning, self sharpening and positively non-rustable steel knives.

Send for our prices and discounts

THE SHIRREFF MANUFACTURING CO., Ltd.

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Bone Cutters

This is a favorite size. We make other sizes, from

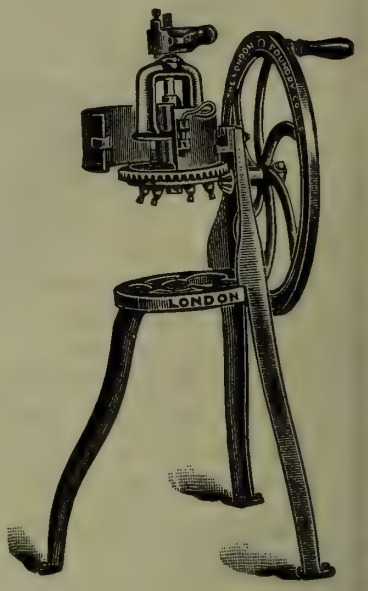
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

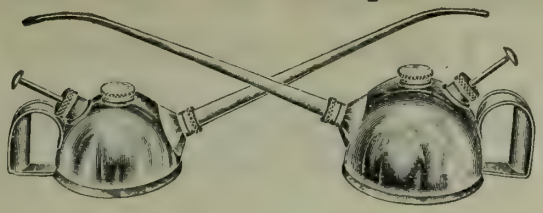


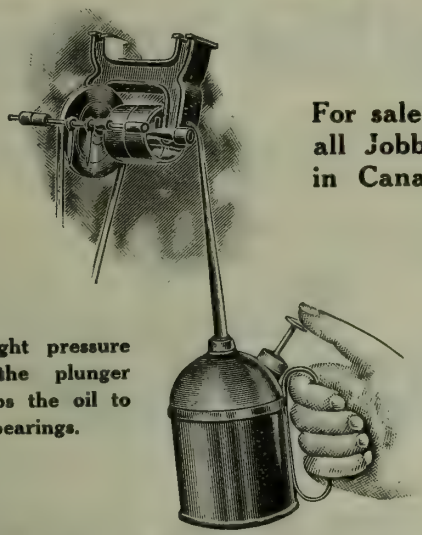
New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited }

Howland's Pump Oilers

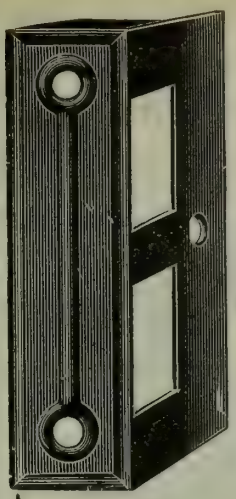


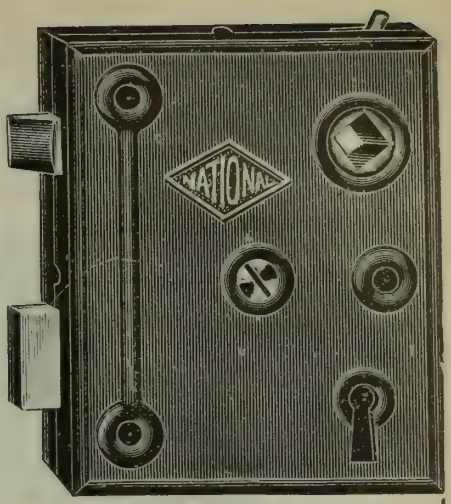


For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.





The most durable, dependable, strongest and safest lock on the market is

Dominion No. 3800
THE LOCK WITH THE STEEL RIM

—It is made in Canada—

Write your Jobber for the National Brand

NATIONAL HARDWARE CO., LIMITED
ORILLIA ONTARIO CANADA

Wagons and Autos—For Canadians

The best, handsomest and strongest toy automobile placed on the market to-day is that represented by the cut on the left. You will find this a ready seller in every centre where there are boys—and that means everywhere.



On the right is a practical delivery wagon, capable of carrying a load up to 700 pounds, and suitable for grocers, butchers, druggists, printers, etc. The body is hardwood; the wheels are iron, spoked and tired, while the gearing is made of heavy band steel.



Our Catalogue "D" awaits your asking

The Gendron Mfg. Co., Limited
Toronto, - Canada



Stop the Leaks



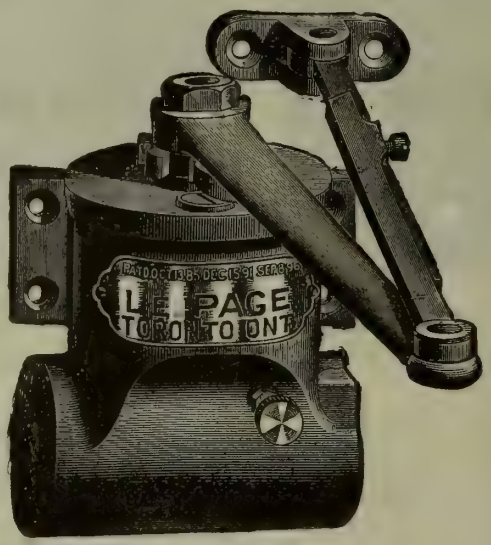
The Standard Union now in use, can be re-washered and made as good as high priced ball faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

The JAMES ROBERTSON CO., Ltd., 144 William St., MONTREAL

AN ARTICLE THAT SELLS EVERYWHERE IS

Le Page's Oil Door Check

It is in demand by builders, contractors, householders—in factories, offices and stores. The market is wide, and that is the reason why it pays the trade to handle them. You turn the stock over rapidly at a good profit.



Le Page's Door Check is easily attached, useful, strong, durable, and works smoothly and silently.

Our Price List forwarded for the asking.

Le Page Door Check Mfg. Co.

256 Macdonell Ave., TORONTO

Phone Park 1086 *WM. KEATING, Manager*

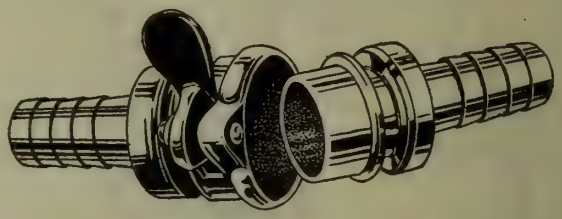
You Want to Sell the Latest and Best

That is what every ambitious hardware merchant desires to do. During the present season, when there is such a ready market for hose, the time saving features and convenience, safety and security of the

Time Saver Hose Coupler

appeal to all. By pressing the latch key with the thumb you instantaneously insert one section on top of or into another. No threads to wear out, no washer to lose and no leakage.

WRITE FOR PRICE LIST



The Time Saving Coupler Co.
Limited

166 Bay Street - - Toronto, Canada

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7383



Do You Want Anything?

Try a Condensed Ad. in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

Gray's Perfect

Blue Print Patterns

For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS

Made in two sets.

SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

SET B—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 20 to 40 inches. Price, $1.50

SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

Information regarding Skylight Patterns, Metal Window Patterns and Miscellaneous Patterns will be given on application to

TECHNICAL BOOKS
10 Front St. East Toronto

SHRP-SHAVR SAFETY RAZOR





25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

Shrp-Shavr Razor Co

Smith Hardware Co., Limited
2 & 4 Lemoine Street
Montreal, Canada

We sell it at 25c. to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVER PLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

When writing advertisers kindly mention having seen the advertisement in this paper.

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. **It means money to you too.**

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

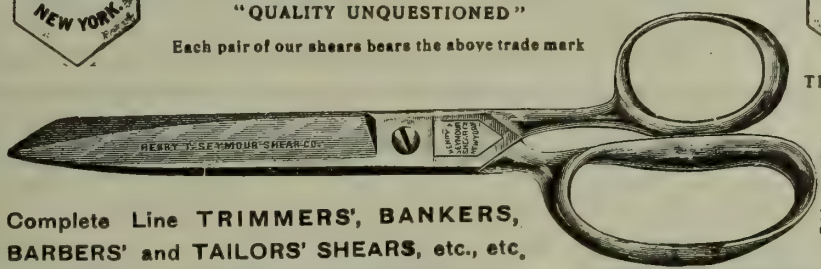
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

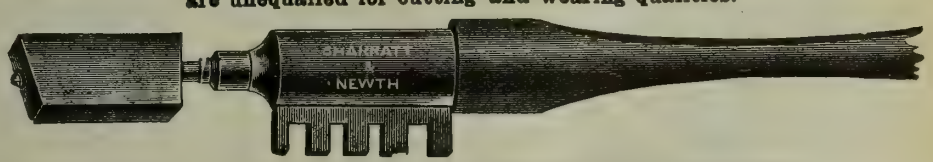
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material?
You can make no mistake in carrying

Black Diamond Tarred Felt—Joliette Cyclone Sheathing—Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb	0 22
Tubing, iron pipe size, 1 inch base	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.
Casting ingot	14 00 14 00
Cut lengths, round, bars, ½ to 2 in	21 00
Plain sheets, 14 oz	21 00
Plain, 16 oz., 14x48 and 14x60	20 00
Tinned copper sheet, base	23 00
Planished base	26 00
Braziers' (in sheets). 4x8 base	20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
"	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 50
Middlesboro, No. 3 pig iron	16 50	20 00
Summerlee, No. 2 "	18 25	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (3oo)	....	25 00
Angles	2 60	2 60
Common bar, per 100 lb	1 85	1 90
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	2 00
Mild steel	1 85	....
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	1 95
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$32 50 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I X X, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 65	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 50

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock net	1 75
No. 4 " " "	1 65
No 7 Fuller " " "	2 00
No. 4½ " "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

Bathtubs, 5 feet 2½ inch rim, $15.59.
Roll rim sinks, 18 x 30 $7.85.
Closet combinations, $15.56.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—60 per cent.
Steam Radiators—60 and 2½ per cent.
Wall Radiators—50, 10 and 10 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	1 00	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	15 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

DRAIN.

Plumbers ....per 100 lb	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 18
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 18½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

ALWAYS RELIABLE



PYRAMID CUTLERY

THROUGH ALL THE LEADING JOBBERS IN THE DOMINION

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Standard.
Bulk in casks	1 65
" 100-lb. drums	1 90
Bladders in bbls	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 57
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Monarch (Windsor)		6 90
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	5 65
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00
No. 1, casks, per 100 lbs	4 00 4 00
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
No. 1		0 90
Union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flatine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs.	1 85
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 1 05
" Lafarge " cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.75; No. 120, $16 10.
Screen door sets No. 2250, $14 95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Canadian, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25 0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Blind and bed, per lb	0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 2 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK.

Carpenters Colored, per gross	0 45 0 75

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Carpenters' 75 per cent.

DRILLS.

North Bros., each set, 50c.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

HATCHETS.

Canadian, discount 40 to 42½ per cent.	
Shingle, Red Ridge 1, per doz	4 40
" 2, "	4 80
Barrel Underhill	5 05

MALLETS.

Tinsmiths' per doz.	1 25 1 50
Carpenters', hickory, "	1 25 3 75
Lignum Vitae "	3 25 5 00
Caulking, each	0 60 2 00

MATTOCKS.

Canadian per doz.	5 50 6 00

PICKS.

Per dozen	8 00 9 00

IT'S RIGHT IN YOUR LINE--WHAT?

The control of the local steel situation. Hardwaremen often complain that the builders' trade is gradually but surely slipping away from them. You can get it back by

SELLING STRUCTURAL STEEL

which merits your strongest support. No need to "stock up." Every retailer can push our products. Remember every building plan promises an order. Write us at once for further particulars.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Canadian discount, 40 p.c.

SCREW DRIVERS.

Sargent's ..... per doz.	0 65	1 00
North Bros., No. 30 .. per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c.; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) ... 3 25

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

[illegible] HEAD HALTERS.

Jute Rope, ½-inch ... per gross	9 00
" " ¾ " ... "	10 00
" " ¾ " ... "	12 00
Leather, 1-inch ... per doz.	4 00
Leather, 1¼ " ... "	5 20
Web ... "	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's		0 13½
Berg's, per lb.		0 12½
Brook's		0 12½
Pipe Vise, Hinge, No. 1		3 50
" " No. 2		5 50
Saw Vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ..... per doz. 5 00
" iron ..... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

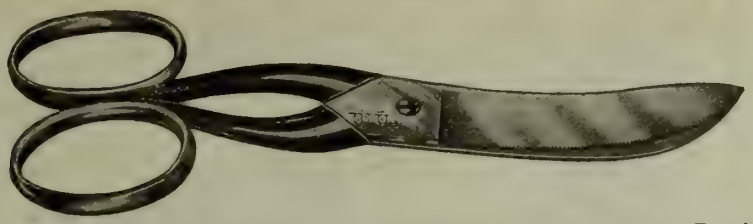
PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS FETLOCK SHEARS



Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNT.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE . : : : : : : : . : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz.		0 65
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.
Tandem metal polish paste 6 00

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.
2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.
10-inch ordinary.....per 100 ft. 3 00
Furnace fittings, 50 p.c.

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 45 per cent.
Pattern, 45 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.
Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS
Lithographed, 60 and 10

STOVES
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, discount 40 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch "	1 47
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.50 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, 99 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
No. 9, $2.30 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $3.85; 6, 7, 8, $2.80; 9, $2.35; 10, $2.85; 11, $2.90; 12, $2.50; 13, $2.60; 14, $3.20. In car lots. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2.00
10 to 11	1 c	1 75	

No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 65	2 70
Galvanized, plain twist	2 95	3 00

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz.		$ 3 00
0 Tubs,	"	14
1 "	"	1
2 "	"	
3 "	"	

ICE CREAM FREEZER
White Mountain, 50 p.c.

LADDERS, EXTEN
3 to 6 feet, 12c. per foot; 7
Waggoner Extension La

MOPS AND IR
Star mops.....
Crescent mops...
Folding ironing

F

Sanderson-P
Galvanized.

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Dow
New

WOODEN TUBS.
Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz.	33 75	35 00
Royal American, 11 in.	33 75	35 00
Eze, 10 in., per doz		36 75
Challenge, 3 year, 11 in		36 50
Ottawa, 3 year, 11 in		41 50
Favorite, 5 year, 1 in		42 50

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE.
Sisal
Pure Manilla
"British" Manilla
Cotton, 3-16 inch and larger.
" 5-32 inch
" ¼ inch
Russia Deep Sea
Jute
Lath Yarn, single
" double
Sisal bed cord, 4
" "
" "

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Cane, Thos., Montreal

Britt Metal.
Hoyt Metal Co., Toronto.
Fairbanks Co., Montreal.
Durken & Workman, Ltd., Montreal
Stephens Co., Montreal.

Buffalo, N.Y.

Belleville, Ont.

Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

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Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clothes Pulleys
The S. Rollston Hardware Specialty Co., Vancouver, B.C.

Reels and Lines.
Cotton Co., Hamilton,

Cold Strip Steel
Bailey Steel Co., Pittsburg.

Cook Books.
Toronto.

Hamilton.
N. Plymouth,

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Co., St

Falls,

Door Checks
Le Page Door Check Mfg. Co., Toronto

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont
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Eavetroughs
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Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Feather Dusters
Nelson, H. W. & Co., Ltd., Toronto

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

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Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Roper, J. H., Montreal, Que.

Fire Escapes
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
Grove Chemical Co., Appley Bridge, Eng

Grey Iron Castings
Katie Foundry Co., Galt, Ont.

Hammocks
Dominion Hammock Mfg. Co., Dunnville Ont
Nelson, H. W., & Co., Ltd., Toronto
The I. E. Palmer Co., Middletown, Conn

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co, Hamilton.
Soss Invisible Hinge Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Safety Razors.
Kampfe Bros, New York

Sash Weights
The Katie Foundry Co., Galt, Ont.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg Mass.

Hoop Iron.
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Horseshoes and Nails.
Belleville Iron & Horseshoe Co., Belleville, Ont
Montreal Rolling Mills, Montreal.

Hose Couplers.
The Time Saving Coupler Co., Toronto

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg Co., Toronto.
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Iron Pipe.
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Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lawn Sprinklers.
Standard Stamping Co

Linseed Oil.
Canada Linseed Oil Co, Ltd, Montreal

Locks, Knobs, Escutcheons, etc
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
Wm F Heise, Chicago

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Clare, Little & Co Saskatoon, Sask

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

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White Mop Wringer Co., Fultonville, N.Y

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Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette St, New York
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United States Steel Products Export Co., Montreal.

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Thos. Davidson Mfg. Co., Montreal
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Canadian Hart Wheels, Hamilton, Ont

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Gutta Percha & Rubber Co., Toronto

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Dods, P. D. & Co., Montreal.
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Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
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Plows.
The Paris Plow Co., Paris, Ont

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Oshawa Steam & Gas Fitting Co., Oshawa
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Clauss Shear Co., Toronto.
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Kemp Mfg. Co., Toronto

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Morris & Bailey SteelCo., Pittsburg, Pa

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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Thos. Davidson Mfg. Co., Montreal
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Kemp Mfg. Co., Toronto

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W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
Jas Smart Mfg Co, Ltd, Brockville, Ont
McClary's, London, Ont.
Pease Foundry Co., Toronto.

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The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton

Tapes.
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

Tools—All Kinds.
Howarth, James, & Sons, Ltd., Sheffield.

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D Pearson & Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
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D. Maxwell & Son, St. Mary's, Ont

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Gendron Mfg Co., Toronto
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Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto
Revillon Bros., Edmonton, Alta.
Hobbs Hardware Co., London, Ont
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ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson File Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

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Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.

Heavy and Shelf Hardware

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ARTHUR JAMES' FISH HOOKS,
IMPERIAL COTTON DUCK,
SCOTIA READY MIXED PAINTS.

General Offices and Warehouses, - - 174 to 196 Lower Water Street

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We don't sell "seconds"--our goods are all first quality.

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Manufactured only by

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KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



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This is the season to sell them.
We are the people who make them.

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All our rakes are made from standard materials and all goods are carefully graded.

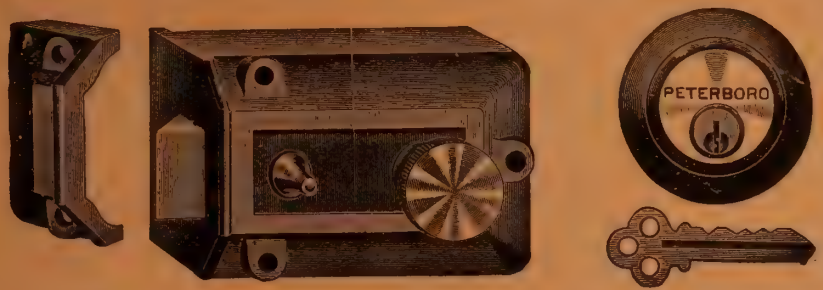
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Cylinder Night Latch, No. 103.

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A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

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VOL. XXI. PUBLICATION OFFICE: TORONTO, MAY 22, 1909 NO. 21.

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JOHN WILSONS CELEBRATED

"PEPPERCORN AND DIAMOND" BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO. MONTREAL

"Fleur De Lis"

FLEUR DE LIS

WORKS WELL and WEARS WELL

Only surpassed by the extra coating of "QUEEN'S HEAD."

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They Run Easy and Sell Easy

—Gold Medal Lawn Rollers—



They are handled exclusively by many dealers who are making a substantial profit by pushing these lines at this particularly timely season.

Gold Medal Lawn Rollers are built of the best material, strongly made, and equipped with roller bearings. They are the easiest running rollers made and come in several sizes and weights.

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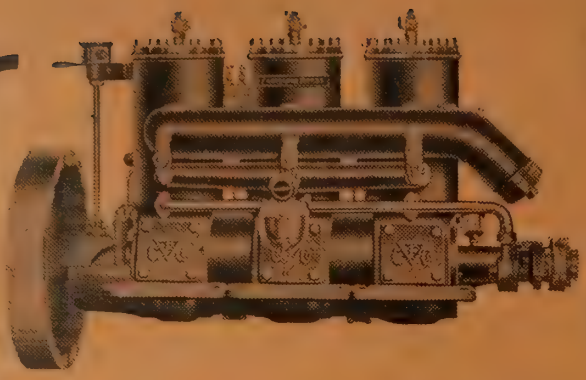
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Guelph - Ontario

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Don't Wait for Something to Turn Up. Try a "WANT AD."



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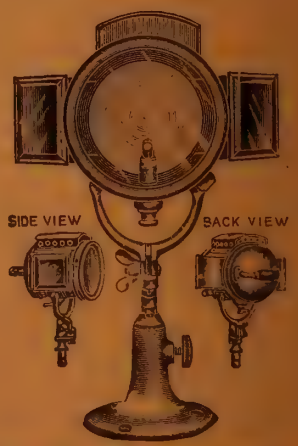
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MARINE ENGINES and MOTOR BOAT ACCESSORIES



Motor Boat Accessories, such as

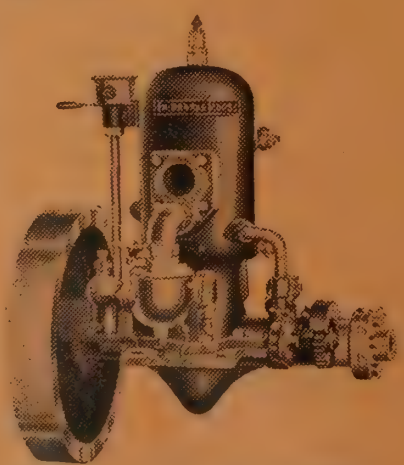
Dry Batteries, **Lamps,**
Tiller Rope, **Anchors,**
Steering Wheels, **Deck Fittings,**
Spark Plugs, **Wire,**
Etc., Etc. **Etc., Etc.**





are now considered a necessary addition to every up-to-date Hardware Stock.

$72.00 and up
Fairbanks-Morse Marine Engines, all sizes, 3½ to 100 h.p.



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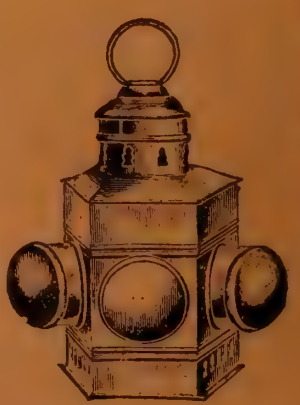
We have just issued a large catalogue of up-to-date Motor Boat Supplies and would like every Hardware Store in Canada to have a copy.

It's Free for the Asking

and we will be pleased to send you our Trade Discount Sheet applying to same.

Write for it to-day

It means money to you





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The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is Warranted

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.

Fultonville

New York



This Trade Mark guarantees Satisfaction.



The Best Poke on the Market is

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It is the one that you can sell, knowing that it will give perfect satisfaction. Tell the purchaser if it does not prevent the most breachy horse or cow which he owns from jumping fences that he can return the poke and have his money refunded. We authorize all dealers who sell our goods to do this, as we warrant Pearson's Patent Horse Poke, No. 2, in every particular.

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ICE CREAM FREEZERS THAT SELL

THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results

THEY ARE

Well Advertised
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"LIGHTNING"



"GEM"



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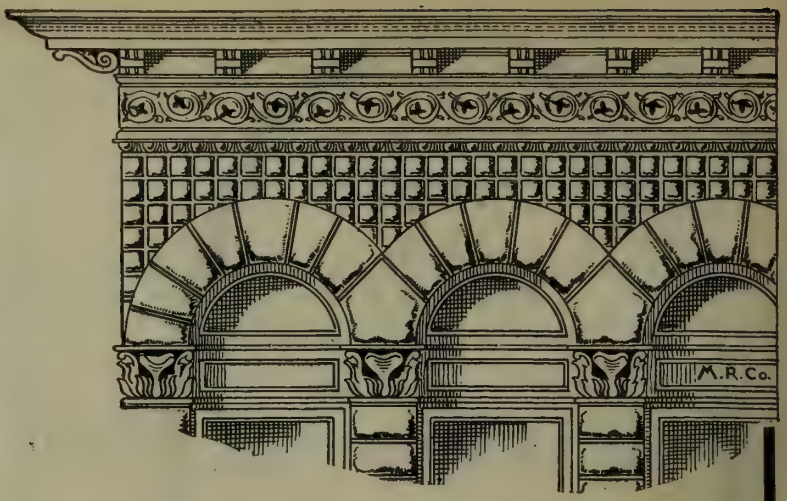
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Our line of Freezers comprises the largest variety made in any one factory They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers

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A few years ago metallic store fronts, ceilings, shingles, sidings, were unthought of. Brick, stone and wood predominated. We discovered that metallic would take the place of brick and wood, and immediately started to instruct the people in the use of it.

Who benefited by this? The dealer. We have created the demand—which you have to meet, and which increases your trade and profits.

For a quarter of a century we have had a strong PROTECTION wall around the Trade

Co-operate with us and insure your success.

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TORONTO & WINNIPEG

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"SUN" Stoves are made in all styles. Equipped with two tanks, instantaneous lighting burners, safety locking valves and all brass burners. The best gasoline stove made.



No. 29C—Sun Front Feed, Vapor Burner, Gasoline Hot-Plate

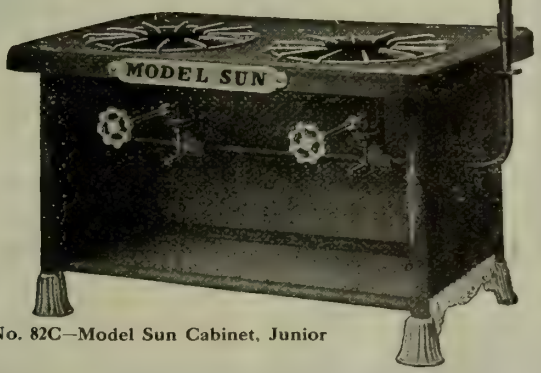


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3K—"Sun" Oven, blue steel

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No. 82C—Model Sun Cabinet, Junior

"Standard Sun" and "Favorite" Blue Flame Oil Stoves

The highest standard wickless Oil Stove on the market for kerosene oil.



No. 62C. Standard Sun with Low Cabinet Frame.

Made in all sizes and styles.

Catalogue and prices for the asking.

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Best on the market.

We have sold Jowitt Files for nearly fifty years.

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Cut faster and wear longer.

The Best goods capture the best trade.

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Wholesale Hardware and Iron Merchants
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SAWS, TOOLS AND FILES

MADE
SOLD
USED **On Merit**

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS



HENRY DISSTON & SONS

INCORPORATED

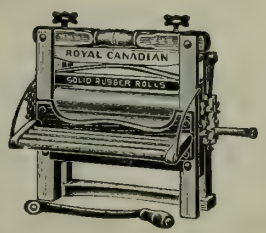
Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

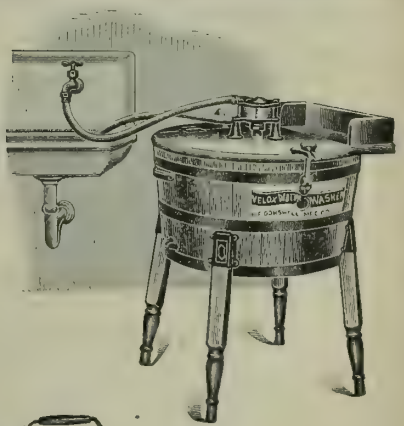
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Up-to-the-Line



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YOUR MASCOT

FOR THIS SEASON



THEY ARE

TRIED AND TRUE

AND NEVER FAIL
TO BRING

BIG RETURNS

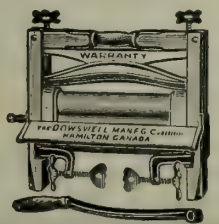
Tell us what you are in the market for
WE HAVE 'EM





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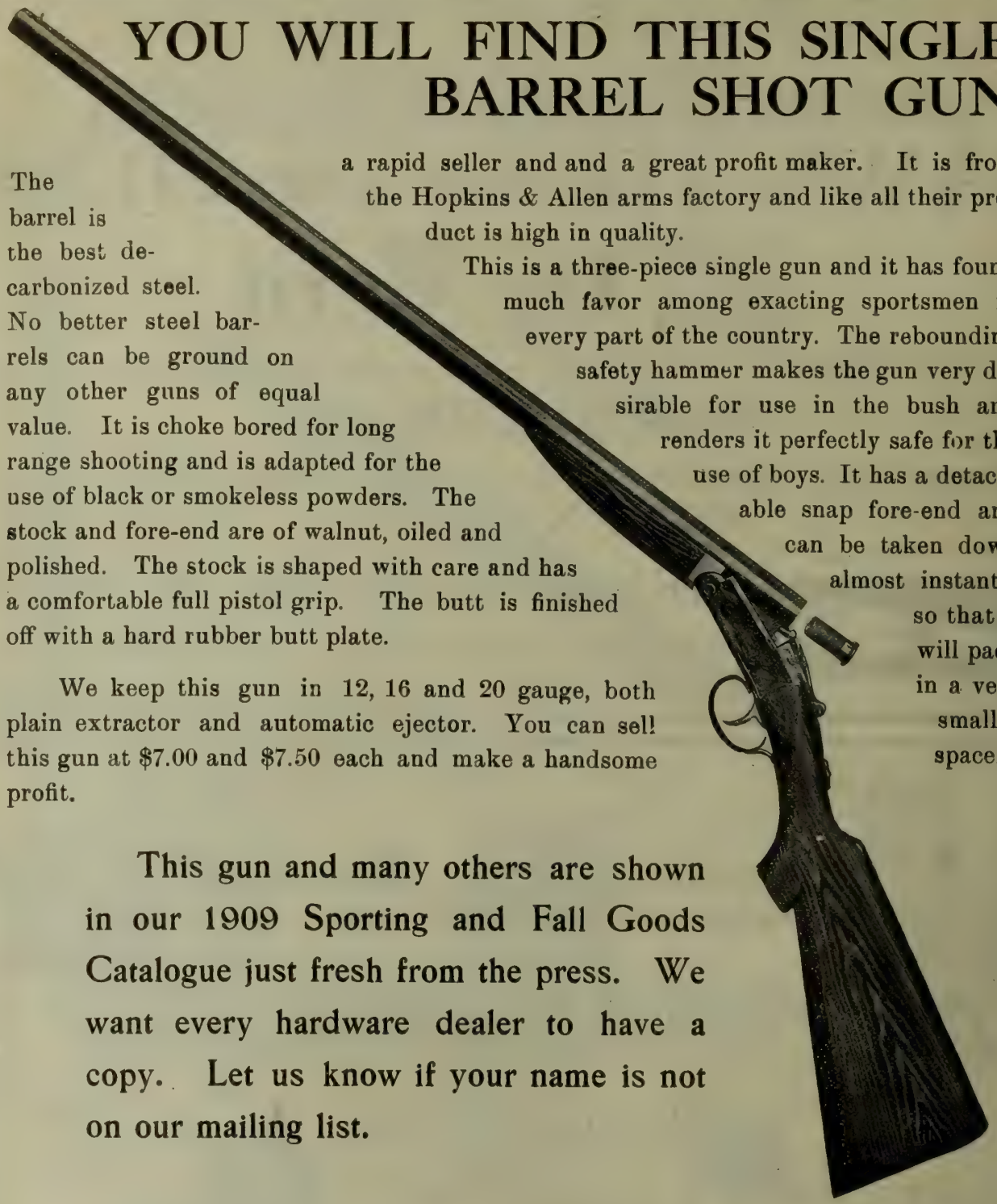
THE
Dowswell Mfg. Co.
Limited



Hamilton
Canada



YOU WILL FIND THIS SINGLE BARREL SHOT GUN



a rapid seller and and a great profit maker. It is from the Hopkins & Allen arms factory and like all their product is high in quality.

This is a three-piece single gun and it has found much favor among exacting sportsmen in every part of the country. The rebounding safety hammer makes the gun very desirable for use in the bush and renders it perfectly safe for the use of boys. It has a detachable snap fore-end and can be taken down almost instantly so that it will pack in a very small space.

The barrel is the best decarbonized steel. No better steel barrels can be ground on any other guns of equal value. It is choke bored for long range shooting and is adapted for the use of black or smokeless powders. The stock and fore-end are of walnut, oiled and polished. The stock is shaped with care and has a comfortable full pistol grip. The butt is finished off with a hard rubber butt plate.

We keep this gun in 12, 16 and 20 gauge, both plain extractor and automatic ejector. You can sell this gun at $7.00 and $7.50 each and make a handsome profit.

This gun and many others are shown in our 1909 Sporting and Fall Goods Catalogue just fresh from the press. We want every hardware dealer to have a copy. Let us know if your name is not on our mailing list.

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Hardware, Iron and Steel

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Warehouse at
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SHOWROOMS:
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HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

BOYS' EXPRESS WAGONS

WHEN IN TORONTO



VISIT OUR SAMPLE ROOMS

AMERICAN WROUGHT STEEL EXPRESS WAGON

No.	Size of Box	Size of Wheels	
02	11 x 22 inches	8 x 11 inches	Steel Tires, Tinned
0	12 x 24 "	8 x 12 "	"C" Plate Steel Tire, Tinned
1	13 x 26 "	10 x 13 "	" " " "
2	14 x 28 "	11 x 14 "	" " " "

One of the most popular Express Wagons on the market.
Very strong and finished in high-class style.



PONY WAGON

	No.	Size of Box	Size of Wheels	
"Pony"	1	30 x 11½ x 2½ inches	6 inches	Turned Solid Wood Wheels with Extension Hubs
"	2	34 x 12½ x 2½ "	6 inches	" " " " "

Made of the best material, nicely painted and varnished.
The axles are skinned, and wheels bushed with steel tubing, which makes them run smooth.
These are splendid wagons for young people.



EXPRESS WAGON

	No.	Size of Box	Size of Wheels	
Express	3	34 x 12½ x 2½ inches	8½ inches	Heavy Iron Hubs, Iron Tires, Wood Spokes
"	4	36 x 12¾ x 3 "	8½ "	" " " " "
"	5	40 x 13¾ x 3 "	8½ "	" " " " "

Made of the best rock elm, and hard maple for axles, and all other material of the best quality.
These wagons are well made and strong, a very useful wagon around a house, store or farm.

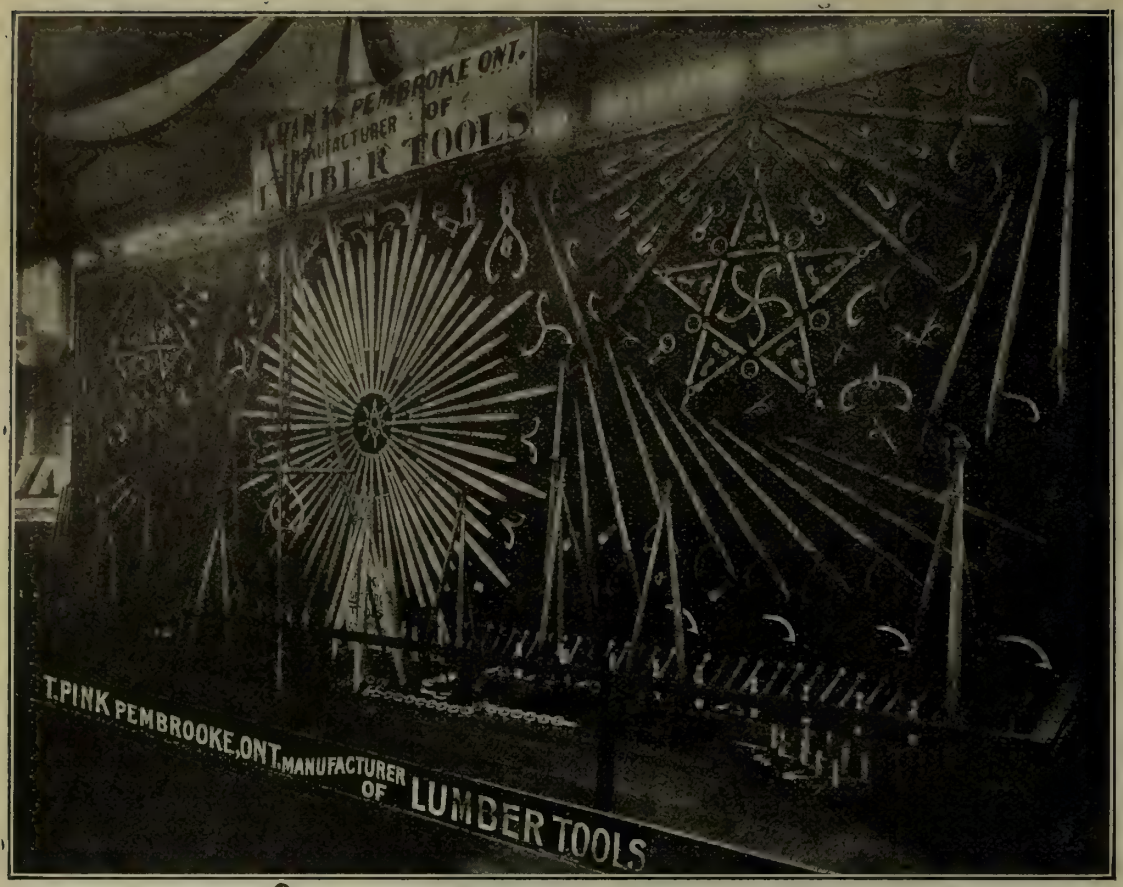
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GRAHAM NAILS ARE THE BEST

We Ship Promptly — *Factory: Dufferin Street, Toronto* — *Our Prices Are Right*



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

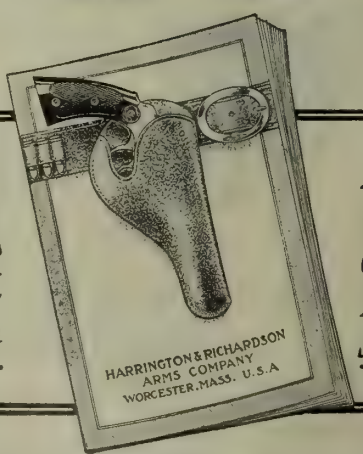
Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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REVOLVERS **H & R** SINGLE GUNS

TRADE MARK TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY
615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

Harrington & Richardson Arms Co.

615 Park Ave., Worcester, Mass.

WYANDOTTE
Cleaner and Cleanser

INDISPENSABLE IN

Dairy, Kitchen, Lavatory and Laundry

Read the opinion of H. H. Dean, B.S.A., Professor of Dairy Husbandry, Ontario Agricultural College, Guelph, Ontario.

To Whom it May Concern:

"This is to certify that we have used Wyandotte Dairyman's Cleaner and Cleanser in our Dairy School and Dairy Department of the Ontario Agricultural College with very satisfactory results, and we can confidently recommend it to dairymen for cleaning and cleansing purposes."

Many others, equally prominent, have written unsolicited and enthusiastic testimony as to its value.

Words of unqualified approval from such authorities require no comment.

"Nothing is clean that can be made cleaner."

Write for particulars or ask our travellers about it.

The HOBBS HARDWARE CO., Limited

DISTRIBUTORS

LONDON **TORONTO**

Crescent Brand
Registered



DO YOU GET WHAT YOU ORDER

or do you take whatever they like to send you? An independent merchant surely won't stand for substitution.

WE RECEIVE EVERY DAY LETTERS SOMETHING LIKE THIS:

"Will you please ship us the following Strap and Tee Hinges and Butts. We have told the jobbing house we deal with three or four times to send us goods of your make, but they send on inferior goods we don't want."
One man was so enraged that he said he would not buy another dollar's worth of goods of any kind from that firm.
We think you are taking the right stand and as you have to pay for the goods, you are correct in demanding Hinges that are properly made, and of the best quality.
Our Hinges and Butts suit the people who have to use them, and why should you lose time and money trying to palm off something inferior? Ask for Crescent Brand Butts and Hinges every time and if you are not supplied with them, **MAIL US YOUR ORDER.** They will not cost you any more.

Canada Steel Goods Company, Limited

Makers of High-Grade Butts, Hinges, Etc. **HAMILTON, ONTARIO**

Quick!



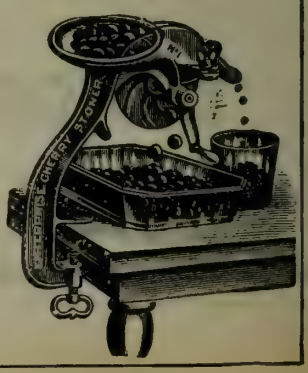
Can't wait when cherries are ripe—must have the right machine, *quick*

Too late, then, to stock up. Better drop a line to your jobber *to-day*

Wherever cherries grow women who know, and 'most all of them do, will want

an "ENTERPRISE"

Cherry Stoner



If you have mislaid that latest red-covered catalogue of ours, write for another copy. No hardware store is fully equipped for business without it.

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Fruit Wine and Jelly Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc.

The Enterprise Mfg. Co. of Pa., **Philadelphia, U. S. A.**
21 Murray Street, New York — 438 Market Street, San Francisco



No. 60

No. 60 Breast Drill

Manufactured by

Ryall Tool Company, Montreal, Canada

ROYAL TOOL CO. Breast Drill is carefully designed and proportioned, durable, easy working and strong.

FRAME—Finished in black and yellow enamel.

HANDLE—Polished Hardwood.

BREAST PLATE—Adjustable to any position.

GEARS—All gear teeth cut from solid metal, and the small pinions from rolled steel bars. Double gears equalize the bearing,

CHUCK—Nickel-plated, three-jawed chuck with knurled sleeve holding round straight shank drills No. 0-½ in. in diameter.

LEVEL—Enables the drill to be held true. It is set in solid iron where it can be seen while in use, and is protected from all but intentional injury.

SPEEDS—Two speeds, one approximately three times faster than the other: readily changed to fast or slow by turning the knurled nut on the frame marked "F" and "S," at the same time turning the large gear slowly so the clutch may drop in.

SPINDLE—Runs in case-hardened, anti-friction cone bearing.

Length: 16 inches over all. Weight: 61 lbs. per doz.

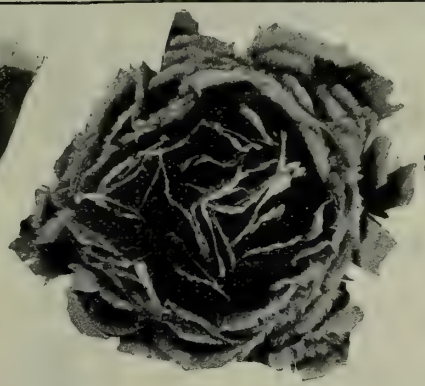
Packed one drill only in a linen reinforced cardboard box.

Write for Catalogue

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.





TURKEY FEATHER DUSTERS

We use only the finest feathers.

You want to carry the very latest, and here is a splendid opportunity to do so with Canadian goods—the first of their kind.

The "Bull Dog" brand of dusters are made by us at our factory in the standard household lines, as well as in the higher grades – parlor, picture, janitor and carriage dusters. The household dusters have handles of black, japanned, tan and cherry colored woods, while the better grades have imitation ebony and rubberoid and a drawn steel nickel-plated ferrule.

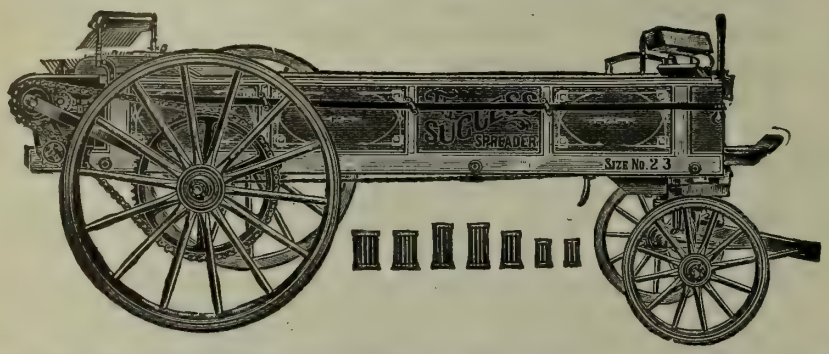
Buy from the Makers

H. W. NELSON & CO., Limited : : Toronto, Canada

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

For Sale

Builders' Hardware Manufacturing Business

WELL EQUIPPED PLANT, COMPLETE WITH DIES, TOOLS, ETC.

Adjacent to the City of London
Taxes Low

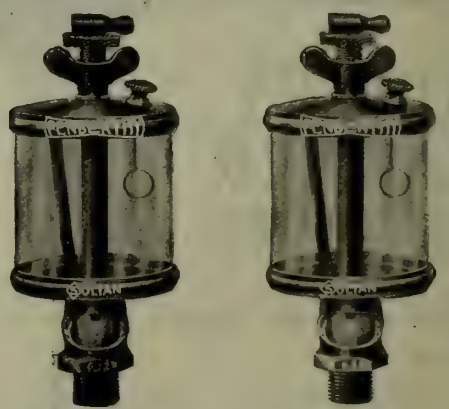
Private Siding Connecting with All Railroads

London & Western Trusts Co.
Limited
LONDON, ONT.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY

"SULTAN"

THE CUP FOR THE GAS ENGINE CYLINDER



SPECIAL FEATURES

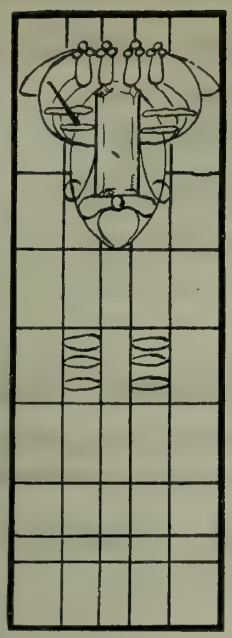
The ball check in the shank prevents the back pressure from passing up through the sight-feed shank into the oil chamber. Every gas and gasoline engine requires a cup of this kind. The Penberthy is used by all the leading gas and gasoline engine builders.

See page 51 of our No. 22 catalogue for full description

Manufactured by

Penberthy Injector Company, Limited
Windsor, Ontario

PENBERTHY PENBERTHY PENBERTHY PENBERTHY



Design No. 915,
Supplementary Catalogue.

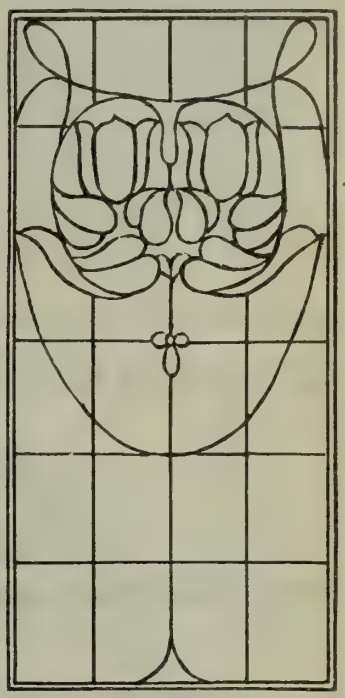
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Send us your next order for Leaded Art Glass, that you may be convinced that we are abreast of the times in quality of workmanship and designs.

Orders for glass, other than manufactured, can be shipped same day as received.

Our large stocks of SHEET WINDOW GLASS are second to none in quality and Quantity.

Send us a Trial Order



Design No, 902, Supplementary Catalogue

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Factories and Warehouses

TORONTO LONDON WINNIPEG

If you are active, foreseeing and progressive, you are all the time on the lookout to extend your trade, widen your connection and increase your profits. Remember then there is

Money in Selling Structural Steel

You are not asked to put in a dollar. Simply get after the builders and contractors in your city. You can make a big margin by closing a few contracts. We will assist you, quote you close prices, and protect you in every way. Write us.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

THERE'S MONEY FOR YOU IN

introducing to every woman in your neighborhood the washing machine that takes all the hard, back-breaking work out of wash day. That's

THE "PURITAN"



The roller gear, roller bearings and heavy balance wheel make it run very easily and smoothly. At each revolution the "dolly board" makes a ¾ turn instead of the ½ turn of other machines, and does twice as much real rubbing. That's why it washes so quickly.

These points make the "PURITAN" a steady seller and a money maker for you.

Write us for booklet and prices.

DAVID MAXWELL & SONS, ST. MARY'S, ONT.



A Quick Seller—Connor's Winner Rotary

The driving shaft of the Winner Rotary runs entirely on steel roller bearings. They carry the weight and do most of the work.

The clothes are put into a new position by the dolly being raised and lowered with every revolution.

The large corrugations on Wash-Board surface are another "Winner" feature.

The cover opens the full width of the tub, giving the operator every advantage in handling the clothes.

Nicely finished in light oak graining, with vermilion striped hoops, and castings bronzed and green japanned.

More of this machine sold than all the other Rotary Washers we ever made, and we have been in the business for over a quarter of a century.

Have you seen our new catalogue? A post card will bring it.

J. H. Connor & Son, Ltd., Manufacturers, **Ottawa, Can.**

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SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

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Order an Awning:

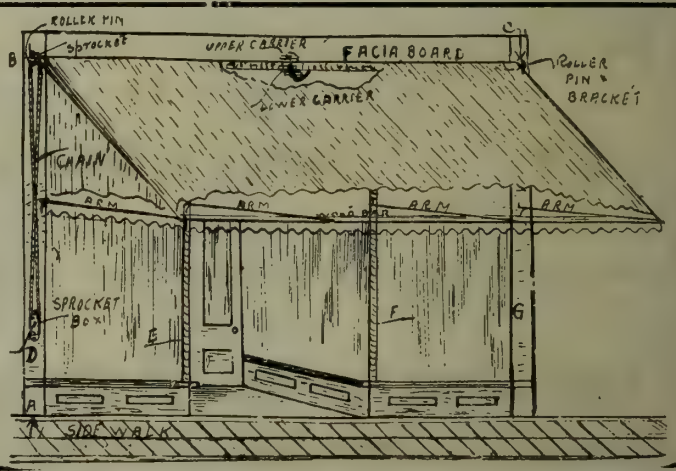
Measure your store-front as shown in the cut from "A" to "B" and from "B" to "C"; send us the result and we will quote you our closest price

We can supply you with awnings that are convenient, handsome, durable and inexpensive, of any style.

Make your measurements as suggested and write us for quotations.

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Good Proposition for Live Agents



THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf



THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONT.

SPECIALLY STRONG AND DURABLE

THESE ARE DISTINCTIVE CHARACTERISTICS OF THE

DILLON HINGE STAY FENCE

It has all the ideal qualties which go to make a first class general purpose fence—the kind that ensures a customer coming again and buying more.

It is a fence that gives satisfaction and the strands are all of the highest grade of fence wire, being of high carbon, hard spring quality.

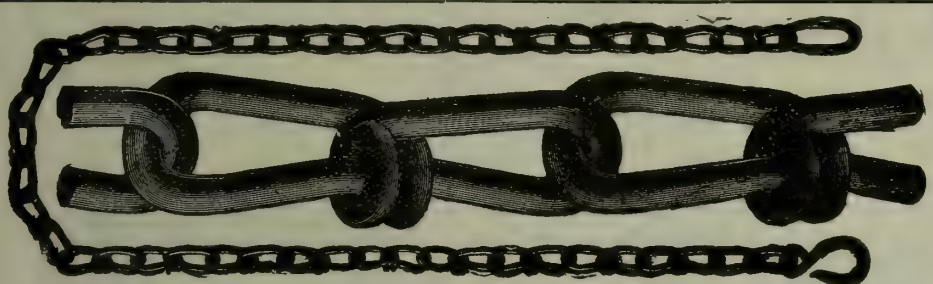
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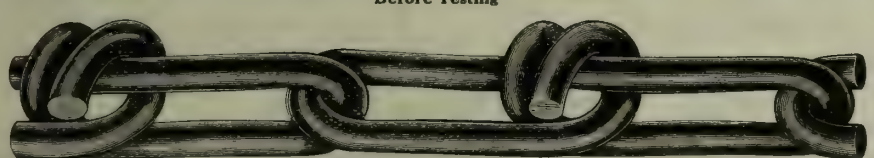
THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver }



Before Testing



After a Test of 2315-lb. Strain

NEW PROCESS

Steel Wire Trace Chains

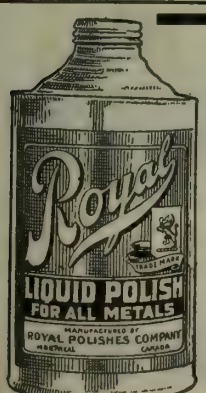
At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

The B. Greening Wire Co., Ltd.

Hamilton, Ont. Montreal, Que.



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Lead the World.

The undoubted merit of Royal Metal Polishes makes them absolutely the best proposition in this line.

Spring-time is cleaning-time. There is a big share of trade awaiting the dealer who goes after it with the right line. Samples free.

Royal Polishes Company, Montreal

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BLACK JACK

QUICK, CLEAN, HANDY

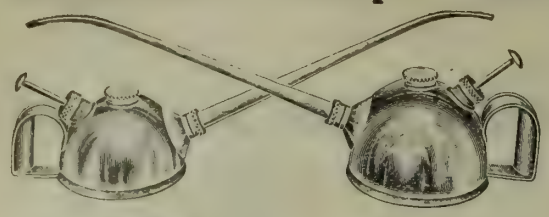
TRY IT

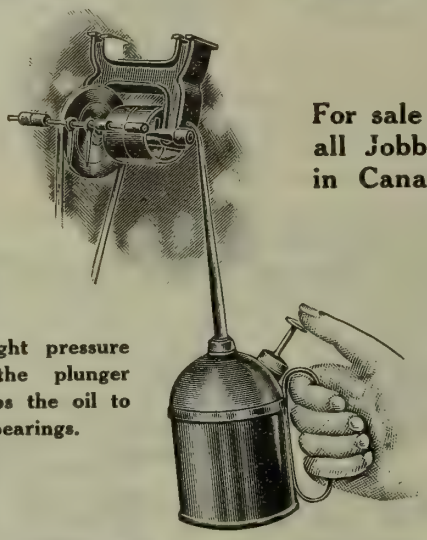


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¼-lb. tins—3 doz. in case

Howland's Pump Oilers

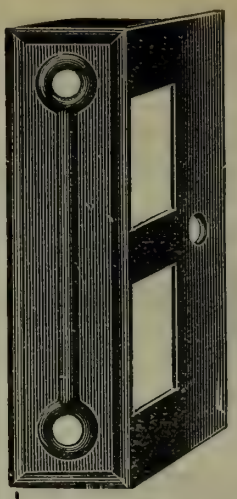


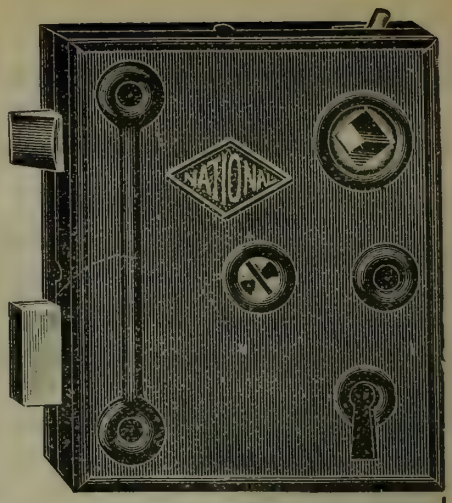


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A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.





A Lock That Will Stand

is the

National Steel Rim Lock

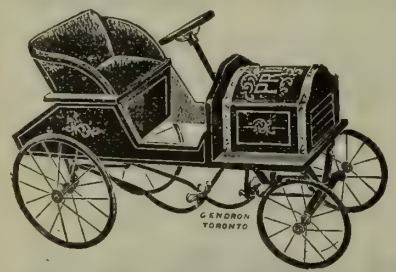
It is made in Canada and is the most satisfactory lock on the market in every way. Dominion No. 3800 is one of our leaders.

Ask your Jobber for the National Brand

NATIONAL HARDWARE CO., LIMITED
ORILLIA ONTARIO CANADA

Wagons and Autos—For Canadians

The best, handsomest and strongest toy automobile placed on the market to-day is that represented by the cut on the left. You will find this a ready seller in every centre where there are boys—and that means everywhere.



On the right is a practical delivery wagon, capable of carrying a load up to 700 pounds, and suitable for grocers, butchers, druggists, printers, etc. The body is hardwood; the wheels are iron, spoked and tired, while the gearing is made of heavy band steel.

Our Catalogue "D" awaits your asking

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Toronto, - Canada





Stop the Leaks



The Standard Union now in use, can be re-washered and made as good as high priced ball faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

The JAMES ROBERTSON CO., Ltd., 144 William St., MONTREAL

ECONOMICAL FENCING.

"Neptune Unrivalled" Wire,

	Breaking Strain	Length per 100 lbs.
"NEPTUNE UNRIVALLED," 12½g.	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g.	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g.	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g.	720 lbs.	679 yds.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

When properly erected it will last a life-time without sagging in summer, or snapping in winter. Owing to the greater length per cwt. in this wire, you can save 60 per cent. as compared with ordinary wire, and get a better wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For particulars apply to Watson Jack & Company, Montreal.

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Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5 – " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

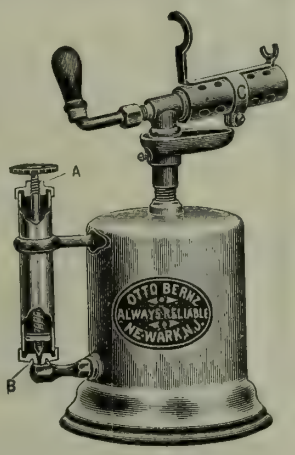
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"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.

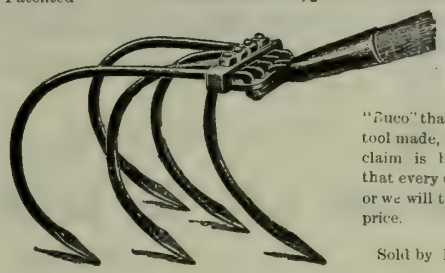


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13th St., Newark, N. J.

The "BUCO" Garden Cultivator

Patented

HANDLE 4½ FT. LONG



We claim a person can do more weed killing and cultivating the two essentials in growing things—with a "Buco" than with any other hand tool made, and do it easily. Our claim is backed by a guarantee that every one tried will prove it, or we will take it back and refund price.

Sold by Hardware Jobbers.

Manufactured only by

BAILEY-UNDERWOOD CO., LTD.
NEW GLASGOW, N.S.

Wire Nails
Wood Srews
Bright Wire Goods

If your stock of any of the above is getting low, make up your specifications now. We have a complete stock and can make prompt shipment.

Always specify for " Dominion " goods.

Dominion Wire Manufacturing Co., Ltd., Montreal



The **AYLMER**

Double Cylinder Double Acting Hand

Force Pump

Only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

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AYLMER : : : : : : ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO. WINNIPEG, MAN.



Mistakes. Oh, yes! We make them, but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

McDOUGALL PUMPS

which are Standard Pumps, and you will prevent that repetition of mistake.

Our Catalogue explains

The R. McDOUGALL CO.

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Dominion Brand Tarred Felt
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This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 259 pages. Net, $1.00. By Mail, $1.10.

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—FOR—

CONDUCTOR PURPOSES

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PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

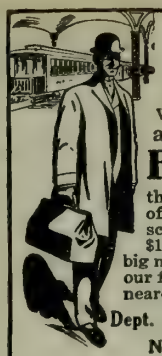


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The Fence that saves Expense

is made of all No. 9 hard, springy, galvanized wire—and is held together by the famous ***Peerless Lock.*** Peerless Fencing seldom needs attention or repairs. Once up it stays. It gives perfect satisfaction to its users and, all in all, is the ***best fence for you to sell.*** Your customers will be better pleased with Peerless Fencing than with any other. Its genuine merit will bring them back for more, and bring you more trade. If you are a dealer who aims to sell goods that are trade-builders—that return good profits—we want to hear from you—we can tell you something to your interest. A postal is all that's necessary.

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Largest fence and gate manufacturers in Canada

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"DIAMOND BRAND" FITTINGS

You can command confidence and continued patronage.

These fittings measure up to the highest standard, and are uniform, flawless and true. In design, threading quality and workmanship they are unsurpassed.



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enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

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is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

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King of the Field, the best hand planter made. Triumph, the cheapest good planter. Step Ladders. Curtain Stretchers. Folding Ironing Boards. Folding Clothes Bars.

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RODGERS' Cutlery and Plate

NONE GENUINE unless bearing the TRADE MARK

James Hutton & Company
Montreal

Sole Agents for Canada.

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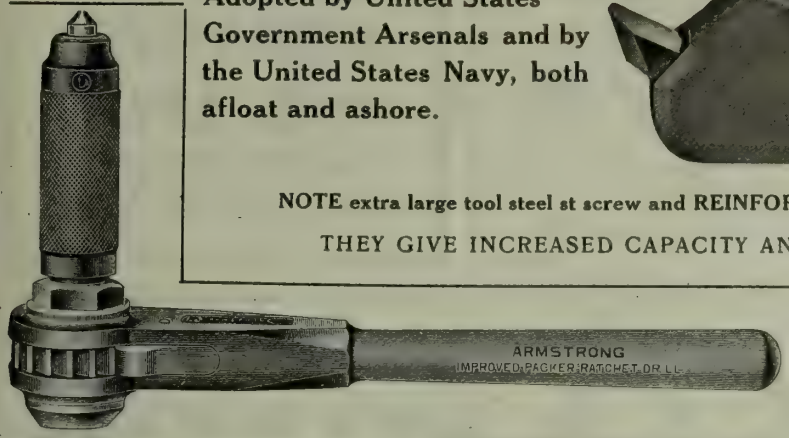
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Adopted by United States Government Arsenals and by the United States Navy, both afloat and ashore.



NOTE extra large tool steel st screw and REINFORCED support under the cutter.

THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

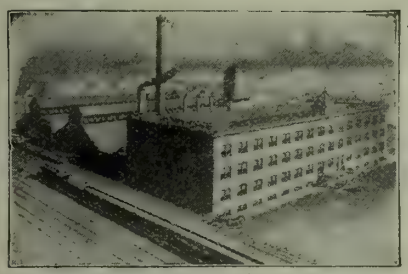


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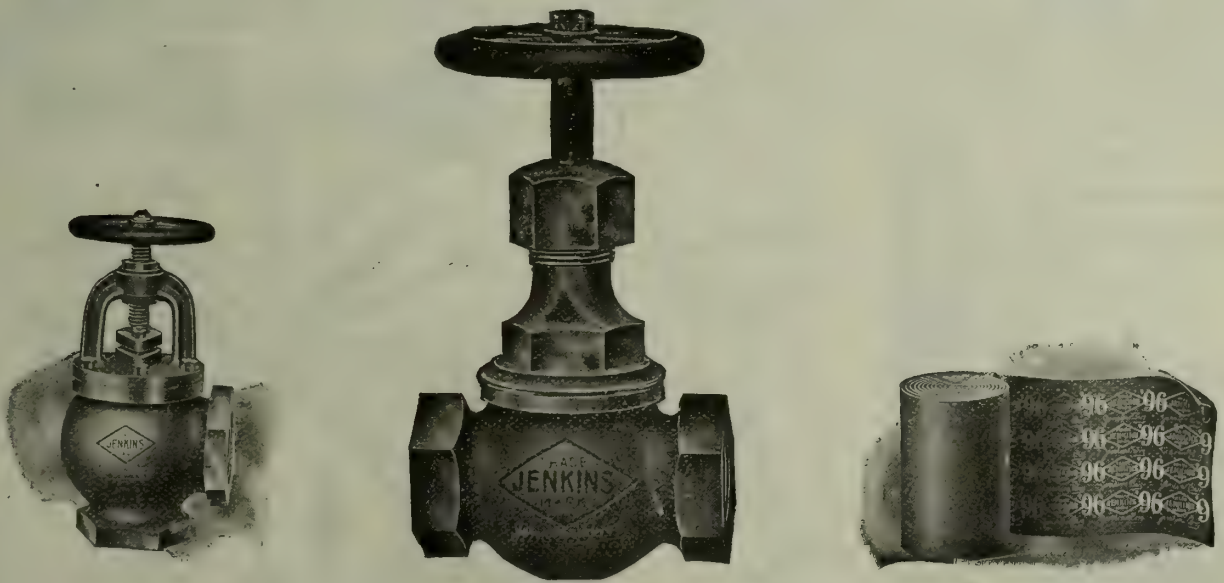


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Armstrong Bros. Tool Co.

"THE TOOL HOLDER PEOPLE."

106 N. Francisco Avenue, CHICAGO, U.S.A.



Catalogue and discount sheet sent on application.

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OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
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Auto Spray

Compressed-Air Automatic

Best hand-sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

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Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

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Manufacturers of

FERRONA PIG IRON

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It Is Easy Hanging

THE "Rolston Easy" PULLEY

sells on sight. It is so simple, strong and quickly operated that every householder wants one. A child can hang out the clothing.

The C. S. Rollston Hardware



Out The Wash

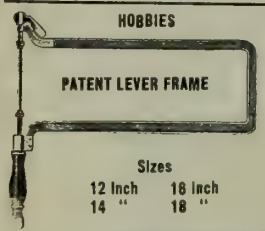
Nothing to Get out of Order

Its leading features are a large wheel, adjustable guards, suspending link and steel yoke. Drop us a line for terms.

Specialty Co., Vancouver, B.C.

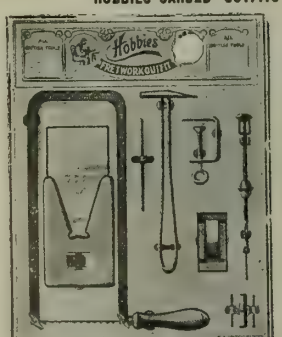
HOBBIES TOOLS are "ALL BRITISH"

HOBBIES LIMITED are the only manufacturers of Fretsaw Blades, Hand Frames and Fret-cutting Machines in the United Kingdom. Lists and terms will be sent on application.



Sizes
12 Inch 16 Inch
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HOBBIES CARDED OUTFITS



These Outfits are made in many sizes. All tools are attached by steel clips.



HOBBIES FRETSAWS

Nine sizes supplied.



BRITON FRETSAW

This the cheapest Fret-cutting Machine in the world. Many other Fretsaws are manufactured by HOBBIES LIMITED

HOBBIES LIMITED in response to numerous inquiries have sent their representative, MR. C.R.BLOXAM, to Canada; he hopes to call upon the principal Ironmongers, Hardwaremen and Tool Merchants:—Letters may be addressed to him, c/o. The MacLean Pub. Co; Montreal, Eastern Town'p Bk. Bldg; Toronto, 10 Front St.E; Winnipeg, 511 Union Bk. Bldg

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BROOMSPRING WORKS, **SHEFFIELD**

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ALL THE LEADING HARDWARE MERCHANTS throughout the DOMINION

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The CARTER-CRUME CO., Limited
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Sole Manufacturers of Improved Chilled Shot and Makers of Hard and Patent Shot
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Samples sent on application
Before buying elsewhere send for our prices

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.
BALL BEARINGS
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

ELECTRIC DRY BATTERIES.

TRADE MARK
NINE LIVES
X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
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James & Reid Improved Folding Fire Escape & Roof Ladder.
Reasonable in price and of simple construction. Made of ⅜ round, high-grade steel. Sections and hooks 12 inches long.
Write for further particulars.
JAMES & REID, Sole Manufacturers
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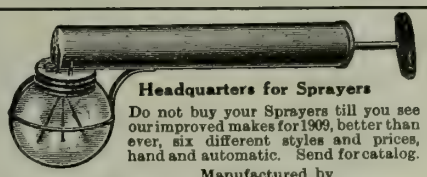
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The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
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Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
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Headquarters for Sprayers
Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.
Manufactured by
THE COLLINS MFG. CO., TORONTO.

LEAD WASHERS.

LEAD WASHERS
All Sizes. Write for Prices.
The CANADA METAL CO.
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Manufacturers' Agents
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We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

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WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
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13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PORTABLE OVENS.



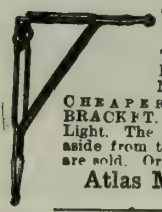
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Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

Are you interested in any of the lines that are advertised?
A postcard will bring you price list and full information.
Don't forget to mention HARDWARE AND METAL.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SNAPS.

COVERT MFG. CO.
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Chains
Halters
Horse Ties
Snaps of all kinds
Jacks
SQUARE BRAND
Square Brand of Harness Hardware
Look for this Trade Mark on all Genuine Covert Goods

STEEL TANKS.



Steel Tanks
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co.
TWEED, ONT.

TOOLS.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70% Grinding; 90% tool steel. Write for Catalog.

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CHICAGO, U. S. A



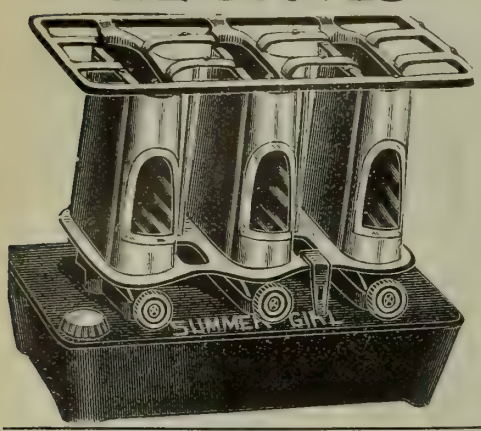
VENTILATORS.



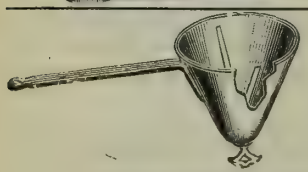
Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
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GOOD LINES FOR THE HOT WEATHER

OIL STOVES



Iron Bottom
"Summer Girl"
1, 2 and 3 burner.
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1, 2 and 3 burner.
Tin Bottom
"Eagle"
2 and 3 burner.
"Standard"
"Blue Flame Oil Wickless"
and
Buckeye Junior Stoves
for Gasolene—all sizes



Ice Cream Dishers—Seamless

Two Sizes.
No. 10—1-10 of 1 quart.
No. 5— 1-5 of 1 quart.

SHEPARD'S "LIGHTNING" ICE CREAM FREEZERS

They Excel in

Easy Running

Quick Freezing

Economy

Convenience

Practical Results



Ten Sizes.
With Crank—1, 2, 3, 4, 5, 6, 8, 10, 12, 14 quarts.
With Fly Wheel—14 and 20 quarts.

WE HAVE ON HAND A GOOD STOCK OF THE ABOVE LINES AT RIGHT PRICES

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL AND WINNIPEG

MANUFACTURERS' AGENT WANTED

who calls on both the Retail and Wholesale Hardware Trade of Canada, to handle a

High-Class United States Manufactured Hardware Specialty

Must be an individual or firm of good standing. Line has been well advertised to the Canadian Trade.

Address Box 845, HARDWARE AND METAL



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Mop Wringe takes a Woman off her knees



Dana
Food Chopper

THE DANA MFG. CO., CINCINNATI, O.

Steel Rules, Gauges Etc.

CHESTERMAN'S

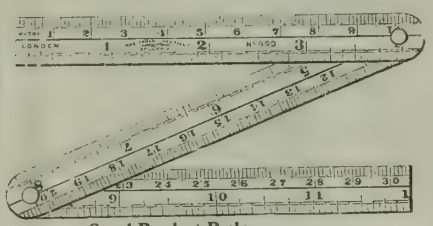
MEASURING TAPES Linen and Steel

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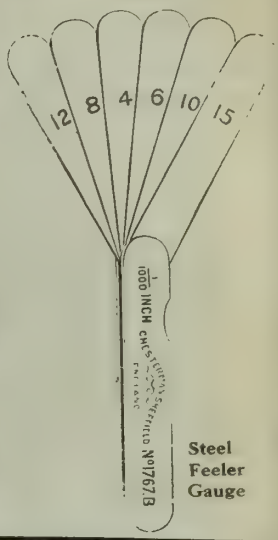
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Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal

The Greatest Boon to the Man Who Shaves Himself

DOUBLE-ACTION STROPPING MACHINE

FOR ORDINARY OR SAFETY RAZORS



The majority of men who do not shave themselves will testify it is because they cannot keep their razor sharp. This Double-Action Stropping Machine does away with any such difficulty and makes shaving a delight. No other Stropping Machine will sharpen both sides of the blade evenly and correctly.

Write for our free booklet "Some Pointers for Gentlemen Who Shave Themselves."

McGILL CUTLERY CO. P.O. Box 366, MONTREAL



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

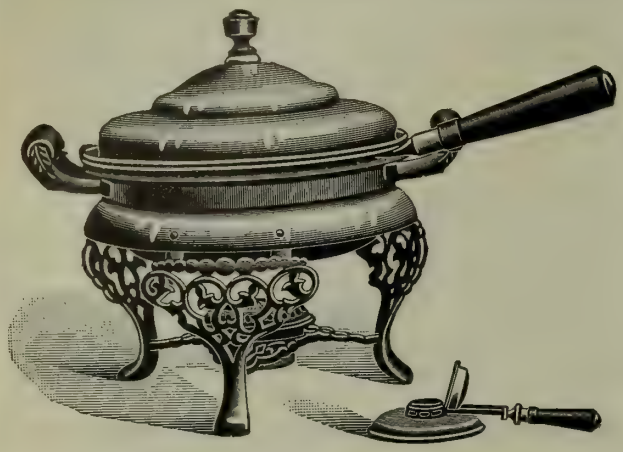
They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

Choice Chafing Dishes

They always make an acceptable present—particularly for the June bride. They appeal to a large clientele.



This is one of our leading styles. We make them in both nickel and silver plating. The capacity is three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles are of rubberoid or stag horn. ASK FOR OUR CATALOGUE.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto.



GREENING'S PATENT COW TIE

After 20 years of uninterrupted success, Greening's Ties are still the best sellers on the market.

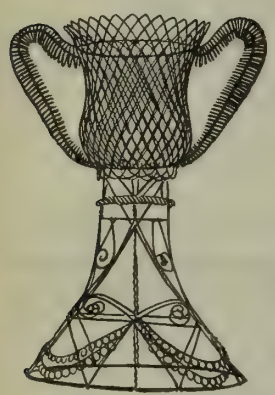
Recent tests for strength confirm our claim that we still have the strongest Tie on the market.

Made in six sizes. Seven kinds.

Order "Greening's" and take no other.

Manufactured by

The B. GREENING WIRE CO., Ltd.
Hamilton, Ont. Montreal, Que. Winnipeg, Man.



Lawn Designs, Ornamental Fencing, Gates of all kinds, **Railings,** etc.

Manufactured at

Crescent Wire and Iron Works.

Partridge & Sons
KINGSTON, ONT.

Write for new Illustrated Catalogue.

Handy around any House, Store or Farm. Capacity 500 lbs.

Buster Brown
Children's Express Wagons

Successfully handled by the hardware trade throughout the Dominion.

Sizes: No. 1 (solid), No. 1 (spoke), No. 2 (spoke), No. 3 (spoke), with runner attachments.



Made in Canada

The Woodstock Wagon & Mfg. Co., Ltd.

WOODSTOCK, ONT. Makers of Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs
THE JAMES STEWART MFG. CO., Ltd., Winnipeg, Man.
Western Representatives

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied
You'll be, Too!

The Beardwood Agency
313 New York Life Building - MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

The Winners!

1 Perry & Barrand, Pembroke, Ont.
2 Wm. Chick, Mallorytown, Ont.
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4 Jos. Rishaur, Carp, Ont.
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20 Deslaurier & Jamieson, Vankleek Hill, Ont.

The foregoing were the first twenty dealers who, during the week from May 10 to 15, sent us their orders for five squares or over of "Crown" Patent Lock All-Round Shingles. The winners are now receiving their prizes through the mails.

HEAR THE JINGLE OF THE $5 GOLD PIECES

Twenty lucky hardwaremen and tinsmiths.

Contest In the "Crown" Patented Lock All-Round Shingle closes amid Enthusiasm

Yes! It created a great deal of interest among the dealers, and the rivalry was of a spirited character. Our newly patented shingles have certainly "caught on." They are popular with the trade and patrons alike. The competition has been not only among those with whom we have in the past been doing business, but among those from whom we never received an order before. In fact we have, with the "Crown" Patent Lock All-Round Shingle, opened up many new accounts. We are sorry there are not nearly enough gold pieces to go around, but to those who have failed we heartily wish "better luck next time."

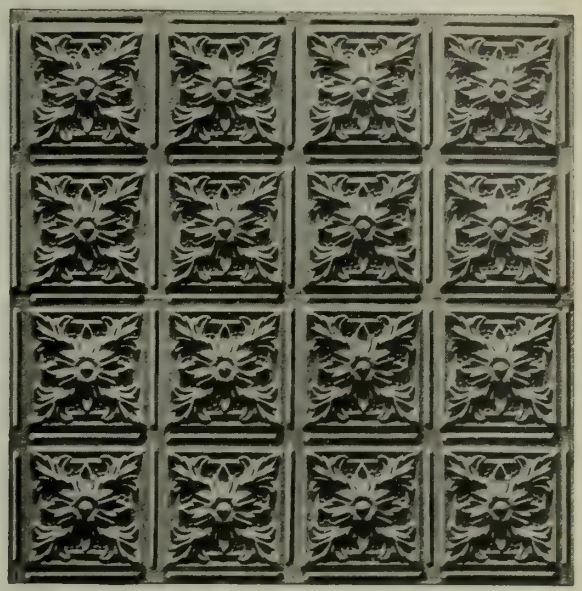
McFARLANE & DOUGLAS

Limited

"Crown Cornice Works,"

250-260 Slater St., Ottawa, Can.

METAL CEILINGS



Here is a plate which is one of the neatest we have ever seen for small rooms. It is designed for residence work. The pattern comes out clearly, but is not too deep. It will be very popular for moderately small and low rooms.

How many of your customers have cracked plaster ceilings in their homes?

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

"Brantford" "Roofing"

is made in four styles

Brantford "Asphalt"—Pure wool felt, with asphalt saturation and silicia sand finish. 3 weights.

Brantford "Crystal"—A real no paint roofing. Big seller. One weight only—heavy.

Brantford "Rubber"—A smooth, tough durable roofing. 3 weights.

"Mohawk"—An excellent roofing at a popular price.

Dealers, Catalog and samples mailed free on request.

Brantford Roofing Co., Limited

Brantford - Canada

Montreal Branch: 300 St. James St., Montreal, Que.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

TORONTO — ST. JOHN
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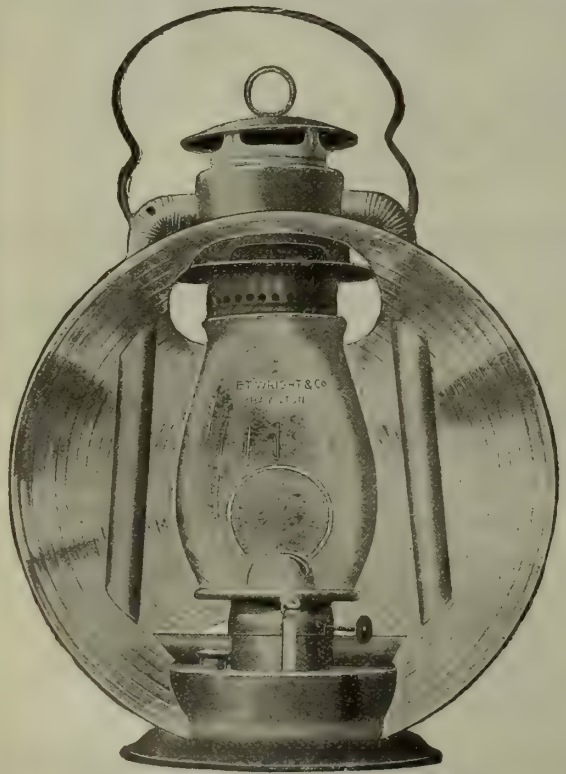
Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Send Your Orders to the Oldest and Largest Manufacturers of Lanterns and Lamps in Canada—

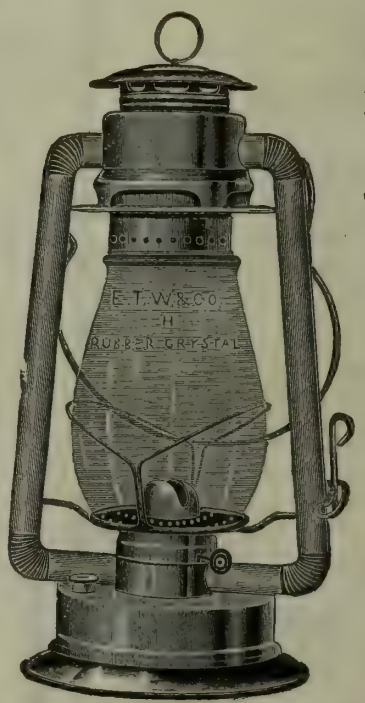
E.T.WRIGHT & CO.

HAMILTON, - CANADA

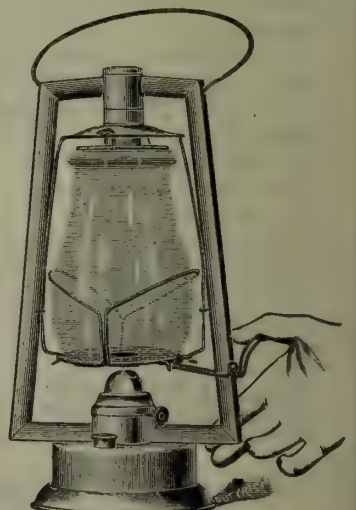
The name is a guarantee of quality



No. 25—Reflector Lamp, with Dash Attachment. For all out-door purposes.



No. 4—Cold Blast, with patent unexcelled side lift. This is also made Japanned with Brass Well, and with Dash Attachment.



C—Lift Pattern, Tubular.

ALL FITTED WITH WRIGHT'S RUBBER CRYSTAL GLOBES—NO EXTRA CHARGE



Why not reduce your lamp breakage to a minimum by using

HUBBELL LAMP GUARDS

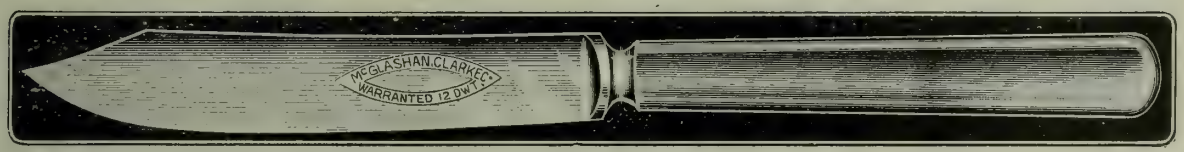
They have the greatest protection and least light obstruction.

Send for Catalogue of Hubbell Specialties.

The R. E. T. Pringle Co., Limited

MONTREAL **WINNIPEG**

Dainty, Attractive Fruit Knives—A Timely Seller.



These knives are put up in half dozen lots, in white satin lined boxes. The cut shows the plain 12 dwt. quality, with swedged blade. This is a good line to push during warm weather.

SEND FOR OUR CALALOGUE

The McGLASHAN, CLARKE CO., Ltd., Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



The "NORKA" Two-Grooved High-Speed Twist Drill

The Drill Without a Tang

This is the latest thing in the High Speed Twist Drill line, and the Drill that will cut down your cost of drilling.

It has great strength, because it is twisted while hot, therefore, the grain of the steel is not disturbed.

There are no tang troubles because a piece of the stock is left untwisted, forming the shank, and the jaws of the Chuck fit perfectly into the grooves of the shank, not only holding the Drill, but also centering it.

It will pay you to write for our Catalogue No. 72, which shows our complete line of High Speed Tools.

TRADE MARKS W&B

The Whitman & Barnes Mfg. Co.

Canadian Factory and Sales Office: **St. Catharines, Ontario**

BANNER TRADE MARK.

COAL OIL LIGHTING SPECIALTIES

BANNER TRADE MARK.

WE MAKE

"BANNER" Cold-Blast Lanterns, plain, japanned, coppered, brass well, plain top; brass well, japanned top; plain dashboard, japanned dashboard.
"BANNER" Searchdash Japanned Lanterns.
"BANNER" Searchlight Lanterns, japanned No. 20.
"CLIMAX" Tubular Lanterns, plain, japanned and dashboard.
"BANNER JUNIOR" Lanterns, plain tin, all brass, and brass nickel-plated.
"LITTLE BOBS" Lanterns, tin, antique copper, and all brass.
"UNIVERSAL" Table Lamps.
"SETTLERS" Wall or Table Lamps, japanned.
"HANDY" Wall or Table Lamps, japanned.
"SAFETY" Hand Lamps, japanned.
"JEWEL" Hanging Lamps, copper plated.

HANDLED BY ALL LEADING JOBBERS

MANUFACTURED BY

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ontario

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

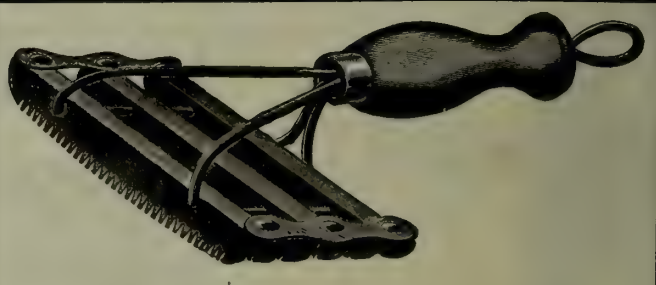
VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.

Open Now. Closes on May 1.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto 465 Temple Building, Montreal.



CURRY COMBS

are made in Hamilton

at the works of

The Burrow, Stewart & Milne Co., Ltd.

The largest manufactory of Curry Combs under the British Flag

ALL STYLES AND VARIETIES

Packed one dozen in paper box and twelve boxes in a case.

The Life of a Wringer is in its Rollers

The makers knew this when they designed, patented and produced the

Royal Canadian Wringer

which, owing to a dividing bar in the centre, causes the rubbers to wear evenly. The rubbers do not wear out in the middle as they do on the ordinary wringer. Are you handling them? Send for our price list.



The **Shirreff** Manufacturing Company, Limited, Brockville, Ontario.

Our Price List will interest you.

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

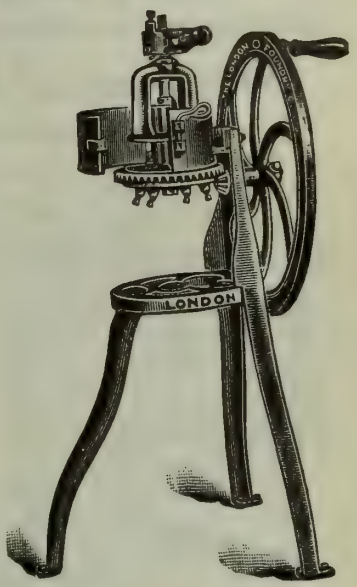
to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

Send at once for catalogue and prices



Manufactured by

THE LONDON FOUNDRY CO., Limited

LODON, CANADA



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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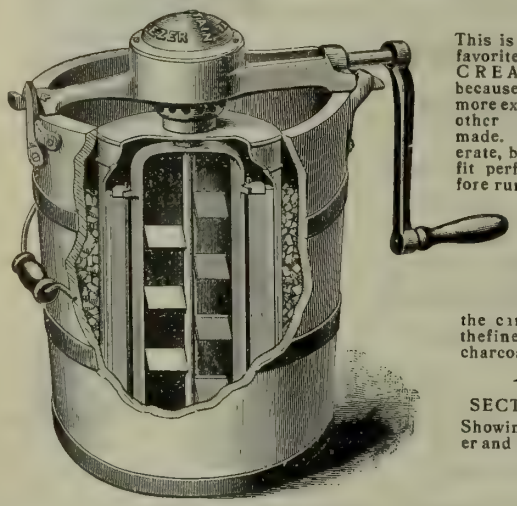
CAPITAL - - - - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

"They Come From McClary's"

That's the surest introduction an article could have

"White Mountain" Ice Cream Freezer

MADE WITH CRANK OR FLY WHEELS



This is universally the favorite family ICE CREAM FREEZER, because it combines more excellence than all other family freezers made. It is easy to operate, because the parts fit perfectly and therefore run smoothly.

It is exceptionally durable. The tubs are built very strong, and will not warp, leak or crack, and the cans are made of thefinest quality bright charcoal tin-plate.

SECTIONAL VIEW
Showing Duplex Dasher and Double Scrapers

"Model" Refrigerator

The "Model" is a moderate-priced Refrigerator, but compares favorably with the more expensive lines, and is much better value for the money than many of the so-called high-grade refrigerators.

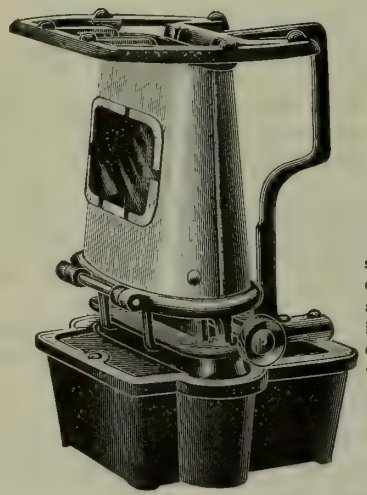


It is made of Hardwood, finished in Golden Oak; has heavy solid bronze locks and hinges and is lined with galvanized iron, while the insulation is superior to many of the higher-priced refrigerators.

The linings are made of metal and are removable for cleaning. This is an especially valuable feature.

Door on Provision Chamber and Lid are both, in the inside, lined throughout with metal. In order that Drip Pan may readily be drawn out or placed in position, the "Model" is constructed with a swing base.

"Golden Star" Lamp Stove



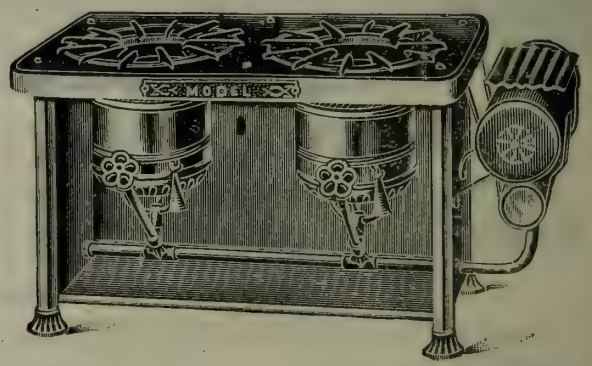
CAST-IRON OIL TANK

4-INCH BRASS BURNER

ALL CAST-IRON PARTS JAPANNED

This is a heavy and durable stove, with convenient handle for carrying. The burner is set high, and plenty of air spaces surround it to prevent odors from overheated oil. The chimney is bright tin with mica illumination.

"Model" Wickless Blue Flame Oil Stove



HEIGHT, 14 INCHES. AN IDEAL SUMMER STOVE.

Reliable | Easy to Operate | Easily Cleaned

Our 32-page "Summer Cooking Specialties" Booklet tells you the whole story about why it is profitable to buy from us. Send for copy.

McClary's

London | Toronto | St. John | Montreal | Hamilton | Winnipeg | Calgary | Vancouver

It Pays to Sell the Stove People Read Most About

The general publicity we offer you this year will make selling the Gurney-Oxford line the easiest you've ever known. Our line also is by far the most representative you could handle and with the new designs we have to offer you, this year's business should certainly be the best ever.

The Gurney Foundry Company, Limited

TORONTO

Hamilton, Montreal

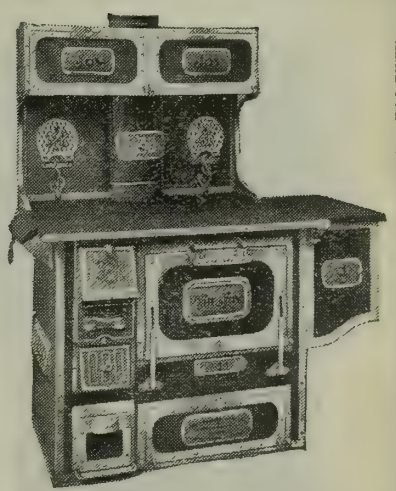
Winnipeg, Calgary, Edmonton, Vancouver

THE TRADE MARK GURNEY-OXFORD *OF HIGHEST QUALITY*

Are You Handling

OUR THREE LEADERS?

The Empire Queen The Empire Steel The Joy Malleable



The Joy Malleable

The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

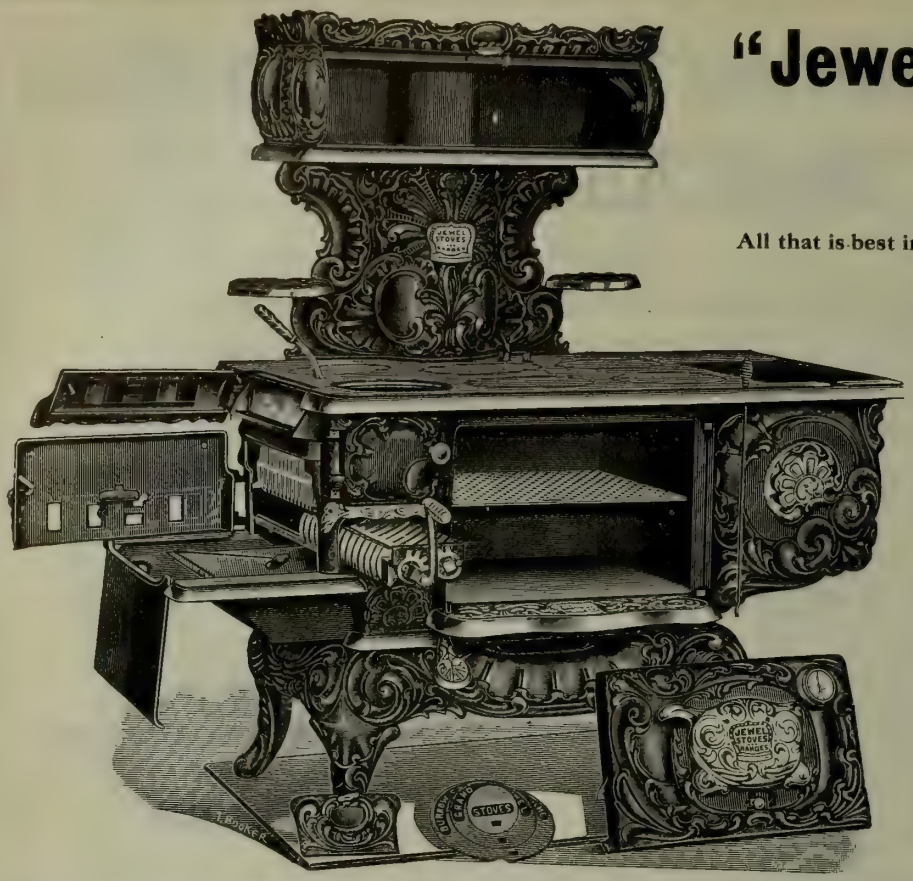
The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies all modern improvements and features.

The CANADIAN HEATING & VENTILATING CO.

Owen Sound, Ontario LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.



"Jewel" Stoves and Ranges

All that is best in range construction is embodied in the

Dominion Jewel

Cast Iron Range, cut of which is here shown.

No better cooking apparatus has yet been produced.

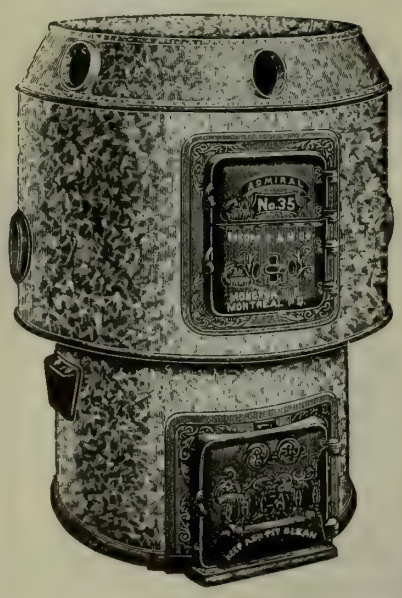
☞ Perfect fire box and improved duplex grate.

☞ Large, square, ventilated steel oven.

☞ Notice how the grate can be pulled out through end door, the frame or rest forming a double track on which grate slides easily.

Every variety of Steel and Cast Iron Cooking Stoves and Ranges, Heating Stoves and Warm Air Furnaces are manufactured by

The Burrow, Stewart & Milne Co.
HAMILTON Limited



THE WISE DEALER selects his FURNACES with great care.

When he sells the "ADMIRAL," he is SAFE, because we back him up by our guarantee provided the furnace is installed according to instructions in our HANDBOOK on HEATING. This valuable book, brimful of furnace facts, is supplied free to OUR CUSTOMERS ONLY.

Write our nearest sales office.

Factories; Montreal, and Moncton, N. B.

Sales agencies, Toronto, Winnipeg, Calgary, Vancouver and St. John's, Newfoundland

SEE OUR NEW CORRUGATED CAST IRON-LINED RADIATOR– NEWEST AND ONLY ONE ON THE MARKET.

Record Foundry & Machine Co., Ltd. **Montreal**

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODY , and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

Of Great Value to the Private Investor

The Financial Post

of Canada

This is the reason why every merchant, clerk, book-keeper, stenographer, office hand,—any one who has a few spare dollars saved up and would like to see them earning a good return placed in a safe investment—should read this readable, accurate progressive paper which, in a popular manner, gives the news of, treats of and discusses financial interests, bond issues and legitimate investments.

The Twenteth Century Belongs to Canada. The Post tells from week to week what is opening up in the way of invesfments. Its special articles are of material and timely assistance to the private investor.

The Financial Post

10 Front St. East, Toronto

J.M.T. STEAM GOODS



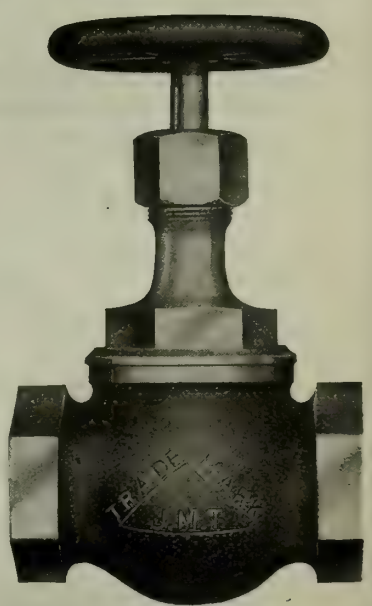
are recognized for their high quality in efficiency and durability.

J.M.T. VALVES

require no trade introduction. They're made full-weight, also extra heavy. Have renewable composition, or copper disc.

All Valves Guaranteed.

Look for Trade Mark on body of valve, as lower grade valves are sometimes offered as J.M.T.



The J.M.T. INJECTOR

Uniform High Grade Quality
Work under the widest range of pressures
Fully Guaranteed.

The Jas. Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

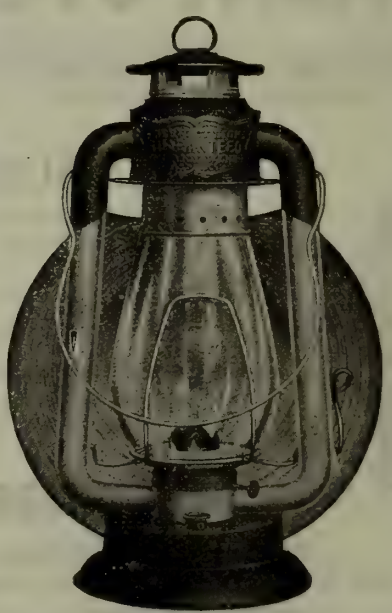
DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

KEMP'S X-RAY TUBULAR SEARCHLIGHT LANTERN

Standard size for kerosene. Can be filled, lighted, regulated and extinguished without removing the globe.

New extinguishing device



Suitable for Boat Houses, Mills, Warehouses, Workshops, Stables, Summer Resorts or in fact any place where a good light is required.

SIDE LIFT

Can be used as an ordinary Dash Lantern and has also an attachment on the back for hanging on a nail.

FINISH—Red Japan

FITTED WITH
No. 2 Burner
1 inch Wick
No. 2 Globe

Packed in cases of half-dozen each.

Price on application

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Building a Hardware Business

The Ambitious Start of a Young Man as a Proprietor at Twenty-One, as Told in the Hardware Dealers' Magazine—He Buys a Store and What He Did to Build Up Trade—A Leader in Nails, and How His Scheme Worked Out—The Business Grows by Push and Advertising.

Twenty-five years ago I was employed as a clerk in a hardware store in New England, having previously worked for some time in a factory for the making of builders' hardware. My salary as a clerk was twelve dollars a week. I gave my mind to learning the details of the business, but as my experience was limited, I was only entering on the kindergarten stage of a hardware education.

Soon after I had reached twenty-one, my father died and left me a few thousand dollars in what was practically available cash. As I had always entertained the ambition to be a merchant, this unexpected acquisition of a working capital spurred me to a desire that I had not expected to fulfill until after the passage of a number of laborious years. I decided immediately to go into business for myself. I approached my employer with the proposition that I should become his partner by the purchase of an interest in the concern. He declined it, possibly on the ground that he could secure all the boy help he needed by the payment of a small salary, rather than a division of the profits. As he had a good business on a paying basis, he was in no need of the money which I was ready to pay for an interest in the firm.

Nowise dissuaded from my purpose, I kept my eyes and ears open for such chances of investment as might offer themselves. I heard of a retail hardwareman with a small store, in Albany, New York, who was anxious to sell out. Getting a leave of absence from my employer for several days, I took an early train for the capital of the Empire State. En route I bought a New York Herald, and closely examined a list of business opportunities contained in one of its advertising columns. There was one that attracted my attention, and although I kept on in my trip to Albany, I decided not to make any definite move until I had looked into this other opportunity.

Attracted by a Want Ad.

The Albany proposition did not commend itself either to my business judgment or the size of my available capital, so I turned my face southward, and was soon in the New Jersey town where was situated the store offered for sale in the Herald advertisement. While it was a small and very modest concern, I felt that I could handle it without much help, and that it had possibilities of development. A talk with the proprietor soon showed that it was within my means financially.

The owner was a young man who had been traveling for a New York hardware house, and in whom the nomadic blood was again astir. He did not feel himself fitted in temperament for the close details and confinement of a retail store, and he longed to get out again on the road. An immediate opening of an advantageous nature had presented itself, and he declared that he was ready to make any sort of a reasonable deal that would let him out in time to take advantage of his chance.

The store was about twenty feet wide and sixty in length, with a cellar of the same dimensions. There was a small enclosed back yard in which there was a shed for the storing of powder and other goods. The neighborhood was not thickly settled, although I thought there was a chance for growth in time. The proprietor was not cut out for a merchant, evidently, as I could not discover that he had done anything to develop trade, except to sit down and wait for it.

His goods were not well displayed; the store was not orderly, and he had made no effort to make use of such window display space as the store contained.

Store Unattractive.

We sat down and discussed the situation, and I noticed somewhat dubiously that our talk of a couple of hours was not much interrupted by a rush of customers. The young boy who was employed as clerk was fully able to take care of all who came in. I also noticed that no effort seemed to have been made to attract and hold the attention of such people as passed the store to and from their homes. The store was there; the goods were there; the merchant was ready to take orders and cash and deliver them the goods if once they came in. But he did not seem to be making any effort to get them to come in. I thought of Josh Billings' story of the man who sat down in a ten-acre lot with a pail on his lap, waiting for some cow to back up and be milked.

We had not talked long before we began to get near each other on a proposition of purchase and sale. If I bought, I was to take over his lease on the same terms he was paying. The goods were to be inventoried under our mutual inspection, and a fair price put upon the same. I was to buy his fixtures at such figures as we could agree on. Cash in full was to be paid at the time of taking possession.

When our bargain was concluded, we set a day on which I was to return and begin the inventory. I said, "Well, I guess it is all right, and I must be getting back home." I held out my hand, in good-bye.

"But hold on," said the merchant. "I don't know you. How about the chances I am taking?"

"I guess you know me as well as I know you," I answered.

"But how about my risk?" he said.

"I don't see how far you run any chances," I answered. "I am not carrying away any of the stock, and you don't give possession until you get your cash."

"But here I am with this store on my hands," he explained; "anxious to get away, and take the job on the road that is waiting for me. You are a stranger to me. You walk out, and go home, and how do I know you will ever return? Meanwhile, I sit here with the store on my hands, when I might sell it to someone else. You don't show up, and I lose my chance."

"Well," I answered, "what do you want me to do?" I had made up my mind to buy, and was willing to do anything in reason.

"Let us reduce our agreement to writing," he said, "and you pay me five hundred down. Then if you forget to come back, I keep the five hundred to pay me for the delay."

"All right," I answered, "I am agreeable."

He sat down and wrote out our agreement, and we both signed it. A witness was called in. I gave him his check for the five hundred dollars and went back home.

My employer and my relatives endeavored to persuade me that I was making a mistake. They thought I was too young to go into business for myself; urged me to let the five hundred go rather than risk much more, and pointed out the risk I ran in endeavoring to set up for myself so far away from home.

Becomes a Proprietor.

But the more I pictured myself as the proprietor of that little store, and the longer I contemplated myself as going

in there and setting things to rights, and to pushing the business, the more determined I became. Even an offer of an increase of salary, with a chance of becoming a part owner sometime, did not have any weight. I had made my first move in a business life, and I was determined to carry it out, no matter what might happen.

On the day appointed, I returned, accompanied by a friend who was to assist me in the work of inventory, and the fixing of values. I recall with a conscious remembrance of my youth and verdancy, that when I landed in the town, I was not able to locate the store, and was put to some trouble in discovering first its general direction from the railroad station, and then just the route by which it could be reached. But we managed to find it all right.

We went to work, and pushed the inventory very expeditiously, I endeavored to get the price of each article as near as possible to what it would be worth to me in sale, while the other party naturally looked after his own interests. As we were both fair-minded men, and as I was as anxious to get in as he was to get out, there was little dispute between us. We also agreed readily as to the value of his fixtures.

The sum total reached about $3,500. I gave him a check for what was due him; he gave me a bill of sale for the goods, signed over his lease, shook hands with me, handed me the keys, and went out to meet such fortune as the future might hold for him.

I walked to the centre of the store, and looked about. The store was mine, and there came over me a feelnig of responsibility, with the hope of a possibility of success. Then I took off my coat, and went to work.

Arranging the Stock.

The former owner of the store had employed two boys, one at five dollars a week, and one at three. I told the five dollar one that he could remain, and advised the other to go back to school. I really did not feel the need of anyone because of the business on hand, but I was determined that it should grow, and in addition I would need some one there when I was at meals, or had to go down-town for the replenishment of any portion of my stock.

My fingers had itched to put that stock in shape ever since my eyes fell on it, even before I had decided on a purchase. All of the goods were crowded in the front part of the store in a heterogeneous mass, perhaps under the impression that the larger the stock could be made to look, the better chance there was of obtaining trade.

The boy and the boss—oh! how proud I was to feel that I was "the old man" even to this one-boy force of employes, went at the job of regulation, almost before my predecessor had reached his street car.

We cleaned the rear of the store thoroughly, walls and ceiling as well as floor, and moved most of the goods from front to back. Then we cleaned in front, and within a day or so there were delivered to me from the manufacturer in New York, enough shelf boxes to fill a large portion of the shelf-space in front. These were covered on the front with green paper, and added much to the attractiveness of the establishment.

When they were in place, I began the labor of filling them. I selected the most attractive of the shelf goods from the heaps in the rear of the store, and filled a box with as many of the articles as it would contain; but in many cases there were not enough articles in stock to begin to fill it. On the front of the box, I placed the brightest sample of the lot; and I smile to myself as I recall the fact that in several cases the sample was all there was to show the line, the box being empty. On each box I pasted a white label, on which was the number of the article, and its cost and selling price in my private trade-marks.

We cleaned the sidewalk, and the front of the store. Everything was taken out of the window, with the dust that had gathered upon it, and the windows were made to shine with such brightness as could be given them by a day of elbow-brease from my husky five-dollar working force. We then refilled the windows in as attractive a manner as the space available and my limited stock, would permit.

The Store Cleaned Up.

A new gilt sign went over the door, and it was all that I could do to keep from going across the street a half dozen times a day to look at it. The rush of customers was not so large that I could not have indulged myself, but the watchful eye of the boy was on me, and it was up to me to preserve the dignity of my position, as owner, manager and superintendent of departments.

We cleaned the cellar and put it in order, and also the shed in the back yard. Wherever a touch of brightness could be added, we brightened it. Wherever a ray of sunshine could be let in, we let it in. I hunted up all the showy hardware cards and posters I could find, and tacked them on the vacant places on the wall. At the end of the first wek, after the boy had gone home, I took a look about the place, and felt very much as a king does, when he is getting the fit of his crown.

I soon discovered that if anything like a good trade was to be secured, it would have to be worked up, rather than by sitting in the store and whistling for it.

We were located on a fairly good street, with, as I have said, a growing residential neighborhood beyond it. But unfortunately, the most of the people when they went to and from their business, or on shopping or marketing expeditions to the centre of the town took the street car, and so had little need to do their shopping en route. It does a wayside merchant no good if thousands daily pass his door, in such manner as does not lead them to stop. The street car crowd were, therefore, to a very large extent, out of my reach.

Advertising for Local Trade.

I have always believed in advertising, and even believed in it then, when I was a boy, twenty-five years ago. I decided to see what could be done with printer's ink. I dropped into the office of the leading newspaper of the town and gave the advertising manager the heart disease by contracting for $300 worth of space, to be used up in a year in such divisions of space, and at such times as I chose. When he looked at my beardless cheek, and learned where I was located, and how long I had been there, he gave me to understand that his advertising was done on a cash basis.

I asked him, "What discount will you give me, if I pay you the full amount now?"

His respect for me evidently increased. "I would not think of asking you to do that," he said. "All I was getting at was that bills are presented when the ad appears, and that they are to be paid on such presentation."

"You have my address," I answered. "Your collector can call as often as he chooses."

I endeavored to be somewhat original in my ads, and am certain that they did attract attention to me, and aided materially in the upbuilding of my trade.

But I soon learned that the building contractors and carpenters there, were not looking in my direction. There were quite a number of these, and a good deal in the way of new construction work was in progress. I sold a little of the hardware needed in these new buildings, but nowhere in comparison with the larger establishments down-town, where the contractors and carpenters had accounts.

It was not long before I saw that something must be done. My rent went steadily on, seven days in the week. My personal expenses were small, but they had to be met. The wages of my clerk, lights, fuel, incidentals; all these were against my not rapidly increasing sales. In addition, there was the interest on my investments, to say nothing of my time,

which I could be easily selling to some one else at fifteen dollars a week.

We have all heard of "leaders" in other trades; of grocers who sell sugar, for instance, at cost, so as to bring people to trade with them. I did a little close figuring and decided on a leader of my own. I looked into Nails, and Nails about filled the bill. Carpenters keep an eye on their cost, they know what they can be bought for, and are worth; they know when they are sold at a bargain, and a bargain I determined to give.

I wanted to get the contractors and carpenters headed in my direction, and it would then be up to me to do the rest.

Cuts Price on Nails.

Nails were then selling, in carload lots at $2 per keg. These were of the cut variety, as twenty-five years ago, the wire nails were going on the market only in small quantities, done up in cardboard packages. The keg that cost the dealer $2, was sold to the consuming trade at say $2.25, or a profit of twenty-five cents per keg. I made my calculations, and decided to offer them at $1.99, or a loss of one cent per keg.

I figured this way: "If a new customer comes in and takes ten kegs, I am out ten cents. But I am a mighty poor salesman, and do not deserve to succeed in business, unless I can make this man, before he gets out of the store, purchase some one article on which I can make ten cents. In any case, I have got a line on him for future business; he knows I am on earth, and he will figure that if I sell him one variety of goods at a close figure, I may be liable to do the same thing on another. The thing I now want to do, is to 'get them coming.'"

I ordered a couple of hundred cards printed in a bright red, in which I made my nail offer. I gave the price at which I offered them for sale, whether a customer took one keg or more. One of these was mailed to each contractor or builder, who would be liable to be in the market for nails.

The next morning, a carpenter's wagon stopped at the store. The driver cocked his eye at my gilt sign in all its virgin newness, and then looked over the outside of the store as if to ask himself why this small newcomer could hand out nails at a price the big dealers down town would not look at. I could see the workings of his mind, as he finished hitching his horse and came into the store.

Gets the Builders' Trade.

I looked up from my work and said "Good morning."

"Same to you," he said. "I came up to ask about nails."

"Yes, sir," I said, "I guess we can accommodate you. About how many do you want?"

"Oh, a dozen kegs. Can I look at them?"

"Certainly," I answered. I showed him the samples taken from an open keg. He examined them carefully; he had received one of my cards, I was sure, and was uncertain in his mind as to whether they were really of iron, or wood painted black. He made up his mind they were nails, and said, "I guess a dozen kegs will do me this time."

"Yes, sir," I said, "shall I get them up now?"

"No," he answered. "You can roll them out on the sidewalk, and I will be back in a half hour."

"If that is not convenient," I said, with a cheerfulness I didn't feel, "I can have them delivered to you, without extra charge."

"Not necessary," he said. "I'll be back in a little while, and load up."

"You understand, of course," I added, "that at this price the goods are cash on delivery?"

"That's all right," he said, "the money will be ready when the nails are." He went out and drove away.

When he returned, he came in to pay the bill, while my boy was dumping the kegs into the wagon. I called his attention to a number of things in my stock, and made one small sale, and which my profit was seven cents. He gave me his name and business card, and we became quite good friends. He promised that I would see him again, and kept his word. In the next two years he bought many goods of me, and kept an account upon the books.

Of course I had to hold my nail sales at that price, to a cash basis. The mills would send me no carloads that were not paid for on the spot, and as my capital was limited, and nail profits less than nothing, I could not carry the accounts, and run the risk of losing some of them. At that time I knew nothing of the responsibility of the buyer, and was compelled to treat them all alike.

There were quite a number of others who called in response to my cards. They were all at first suspicious, after the manner of my customer above described, but as soon as they discovered that it was a bona fide transaction and that I meant business, they began to take stock in me, and in the main were inclined to encourage me in what some of them declared was a good stroke of business, and a neat bit of advertising. I was talked about among consumers, and out of this movement I not only sold a lot of goods at a profit, but added a number of really good accounts to my books.

I also soon discovered that I was being mentioned among other dealers in town. The question was plumped at them more than once, "How could that fellow up-town sell goods, at a less price than they were asking?"

Of course, explanation was made:

"All a cheap advertising dodge; he won't keep it up long; he can't last at that rate; he must be a fool to sell goods for less than he pays for them," etc., etc.

I had become a frequent purchaser from one of the larger stores of the town, of articles of which I was in immediate need, and of which my stock was depleted. I had an account there in a small way. One morning I made a purchase to the extent of two dollars, and the clerk who had made the sale was putting it on the book, as usual. The proprietor, who had been hovering about us, apparently engaged in something else, walked up to the clerk and asked him a question. Then he came up to me, called me by name, and said, "I see that you have had some goods charged?"

"Yes, sir," I answered.

"I don't think I care to do that," he said.

"What's the matter?" I asked. "Has anything happened to destroy my credit? Don't I always pay my bills?"

"You always have," he answered, "but I am afraid you cannot much longer, the way things are going."

Refused Credit.

I knew what he was getting at, but I wanted him to come out flat-footed without any aid from me, so I said: "I don't understand you. I am selling more goods and making more money than I ever have since I went into business. I think, sir, it is only fair that you should tell me just what you mean."

"I do not approve of your business methods," he answered. "They are not sound, and cannot be made to succeed. They are demoralizing. No man can last if he keeps on selling goods for less than he pays for them. You are on the wrong track, young man, and the sooner you get back into legitimate methods the sooner will you succeed. I have had a great deal more experience than you have, and know what I am talking about."

"You refer to my nail crusade?"

"I refer to your selling goods for less than they cost you, my boy."

"You have had much more experience that I have had," I answered respectfully. "But your experience has been in your own establishment, while mine has been in mine. Perhaps mine is as instructive as yours has been, so far as it goes. I am glad you spoke to me about this, and I will be as frank in my explanation.

"Soon after the little store came into

my possession, I fould that while my expenses were keeping on fixedly, my profits were of a variable character. Some days I would make enough to bring me out even, or a little ahead, while on the other hand, there were days when I was left behind. I saw there was only one way to change this situation, and that was to get more business. Not wait for it, but go out and get it. I had to persuade people that it was to their interest to come to my store.

Established a Sound Business.

"The result is that I am selling nails for one cent less per keg than they cost me. The loss is small, but it has been much more than made up by profits on other goods I have sold to the men who come to buy nails. There is no loss except that cent, as my boy and myself handle them, and I am not compelled to borrow money with which to purchase them. It has been a good stroke of business, and I can assure you that I do not sell anything else at a loss. Nor will I sell nails at a loss just as soon as I find I am standing on solid ground. Instead of injuring my credit by this move, I have really increased it. I have been making money by it, and my resources have therefore been increased."

The merchant seemed satisfied with my explanation, and no more was said about my credit in that store. I knew at the time that he felt my little account was safe, and only brought it up as a text on which he proposed to preach me a business sermon.

That nail transaction was the turning point of my career. People began to come to me, I booked a number of regular customers, and before three years had passed, I was out of the woods and making money. But I kept expenses down, did most of the work myself, and kept a sharp eye on collections.

Secret Commissions Contrary to Law

Act Passes House of Commons and Senate Prohibiting Such Considerations—Travelers and Retail Merchants Directly Interested—Heavy Fine May Be Imposed Upon Any Person Convicted of This Offence—How It Has Been Carried on in The Past.

To prevent the payment or acceptance of illicit or secret commissions, an act has been passed by the House of Commons at Ottawa, amended and approved of by the Senate and now awaits only Royal assent before it becomes law. It is to be known as The Secret Commissions Act and is especially applicable to the business of retail merchants and travelers or agents of wholesalers and manufacturers who employ them.

The act is known as Bill 31 and reads as follows:

Everyone is guilty of an offence and liable, upon conviction on indictment, to two years' imprisonment, or to a fine not exceeding two thousand five hundred dollars, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labour, or to a fine not exceeding one hundred dollars, or to both, who,—

(a) being an agent, corruptly accepts or obtains, or agrees to accept or attempts to obtain, from any person for himself or for any other person, any gift or consideration as an inducement or reward for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favour or disfavour to any person with relation to his principal's affairs or business; or

(b) corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favour or disfavour to any person with relation to his principal's affairs or business; or

(c) knowingly gives to any agent, or, being an agent, knowingly uses with intent to deceive his principal, any receipt, account, or other document in respect of which the principal is interested, and which contains any statement which is false or erroneous or defective in any material particular, and which, to his knowledge, is intended to mislead the principal.

(d) Every person who is a party or knowingly privy to any offence under this act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section.

The latter clause was an amendment to the original bill which passed the Senate on March 31st last. After being amended it was sent back to the House of Commons and agreed to on April 21st and was finally sanctioned by the Senate.

The Practical Meaning.

The Secret Commissions Act, as its name infers, prevents the giving of secret commissions, rebates or considerations.

A traveler who sells an article to a retailer—one which is sold generally by the trade so that its selling price is fixed by the manufacturer—cannot legally give that retailer any secret rebate or commission to induce the latter to purchase from him. If the goods are sold for less than the manufacturers' price in the ordinary way the sale will of course be legitimate in the eyes of the law; but if the goods are sold for the manufacturers' price and the salesman puts his hand in his pocket and gives a rebate or commission to the purchaser then the sale is illicit and that salesman if convicted is liable to imprisonment for two years or to a fine not exceeding $2 500 or both, as mentioned above.

One way that this has been done in the past was by the agent or traveler giving a purchaser the secret rebate in order to get his business and then carging up the rebate to his employer or the firm he represented as road expenses.

The new bill when it becomes law makes such an act contrary to the criminal code.

In the event of the traveler or agent selling below the manufacturer's price and doing so openly that traveler or agent does not commit a breach of the law. The manufacturer, however, has the privilege of determining to whom his goods shall be sold and at what price and in such a case if he desires, may refuse his goods to the house whose travelers or agents cut down his price.

A Concrete Example.

In the case of a staple-priced article such as sugar the giving of the secret commission could up to the present be easily accomplished. A traveler may probably have difficulty in selling a merchant sugar but he knows that if he allows that merchant a rebate of $10 he can sell him a car load. To get his business he does so by personally paying him ten dollars. He gets his money back from his house in his expenses.

This system is sometimes used by a house anxious to get business and when the traveler for the one "on the square" comes along he finds he is up against a competition that he cannot legitimately meet.

A traveler may offer the merchant a discount of a certain per cent. for cash off the staple wholesale price of an article. He promises that his house will do this and is very often backed up by the house. If he could secure the business of the merchant in the regular way this offer would not be made so that clearly a dishonest act has been committed to the detriment of the honest firm.

Retailer Becomes Liable.

Clause (d) in the above bill is the amendment that was made to it after it had reached the Senate. It makes the

retail merchant just as liable as the traveler or house he represents who is guilty of a breach of the act.

Hitherto, the retailer has been under no moral or legal obligation and there was no legal or moral obstacle in the way in the acceptance of a secret commission. Now, however, if he is a party to an offence such as described, upon conviction he will be liable to the same punishment as the traveler who gives to him the secret consideration.

Being under no moral or legal obligation—further than knowing that the traveler was doing something that he had agreed not to do—he could up to the present accept the rebate, but when the bill becomes law he will become legally liable and morally liable as well and will be considered in the eyes of the law as much a party to the criminal act as the traveler.

Deterrent To Dishonesty.

"While the new act may not entirely put a stop to the practice of giving secret commissions it will be a great deterrent" remarked an interested business man to Hardware and Metal the other day.

"It is" he explained, "difficult to make a conviction but nevertheless there will not be so many breaches of the law."

Wholesalers know fairly well to whom they should sell sugar and soap, etc. They know their loyal customers and if they become suspicious that a secret commission has been given by the agent of another house to induce the sales of such goods they have the privilege of laying a charge against both him and the retailers. They will be obliged to make an affidavit that the have committed no breach of the law.

"The punishment being so heavy it is not likely that many offences of this nature will occur," remarked one man in referring to the new act.

Origin of the Bill.

What led the government to take up this question were the frauds recently exposed in the Marine and Fisheries Department in Quebec. The Act prior to the amendment referred to, was similar to an English Act which was passed some years ago because English buyers representing London houses used to go to foreign countries where they practiced the secret commission game. It became somewhat general that they should get a commission from the London house before they did any buying. They not only did business for their house-but for themselves as well by secret commission and this became the foundation for the English Act. The English Act, however, did not include the amendment which made the party who accepts the rebate liable to the punishment mentioned.

Retail merchants and travelers will, no doubt, think seriously before they place themselves liable in eyes of the law and the Act should have a tendency to place wholesalers and manufacturers on a more even footing than they have been in the past.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

School Furniture.—A firm whishes to know the different makers of school desks and school furniture.

Canadian Office & School Furniture Co., Preston; Ellis Furniture Co., Ingersoll; Globe Furniture Co., Walkerville; S. Knechtel Furniture Co., Southampton; Wilson Bros., Collingwood; Office Specialty Mfg. Co., Toronto.—Editor.

Charcoal in Bulk.—The Steel Trough & Machine Co., Tweed, ask: "Where can we buy charcoal in bulk, say half-ton lots?"

Try the Standard Chemical Co., Toronto, or Eley Bros., Toronto.—Editor.

Charcoal.—Cameron & Leacock, of Smith's Falls, ask where they can procure charcoal outside Toronto.

A. D. Gall & Co., Board of Trade Building, Montreal, have a plant just outside of Montreal. The Wood Products Co., Toronto, have a charcoal plant at Donald, north of Lindsay, but they have sold the output of their works to the Standard Chemical Co., Manning Chambers, Toronto.

IMPORTANT LEGAL DECISION.

Judgment has been given in the suit of the Standard Sanitary Manufacturing Company, Pittsburg and Toronto, against the Standard Ideal Company, Port Hope, an injunction asked for being given preventing the latter firm from using the name "Standard," on any of its products or advertising matter. A further decision is expected in a few days as to the standing of the Standard Sanitary Co. in the Province of Quebec, it being held that, having failed to register, their hands are tied.

Whichever way the case goes, however, it is likely that an appeal will be carried to the Privy Council unless a compromise is arrived at between the litigants.

Theodore Ahrens, F. J. Torrance, W. A. Myler and E. L. Dawes, four of the leading officials of the Standard Sanitary Manufacturing Co., arrived in Toronto from Pittsburg on Wednesday, and it is possible an agreemtn may be completed to stop further proceedings in the courts.

SNOW SHOVELS IN CANADA.

United States Consul Sackett, Prescott, Ont., writes for the benefit of United States manufacturers that a durable and efficient snow shovel is strikingly lacking in that section of Canada. He writes as follows: "This is a country of deep snows, yet one looks in vain here for a shovel, either in form or style of manufacture, such as is sold in the States. One is largely used here fabricated from a single piece of wood, literally whittled out of a tree. This tool has the shovel form, it is true, and works fairly well in some conditions, but it is very slow, splits easily, and is inadequate for doing the work of a snow shovel rapidly and effectively. There is also in use a small affair with a blade of thin iron and a wooden handle, which is a fairly good article in heavy snow or slush, but for rapid use under normal conditions in this climate the householder can find nothing in the local market so suitable as the cheap, durable snow shovels made of a number of thin wood ply to be found in the United States. I am convinced that a snow shovel made either of wood or part wood and part metal, big enough to clear the road, durable and fairly cheap, would sell in this section in large quantities."

GUM BASE FOR ROOFING.

A commonly mispronounced word is Rubber-oid, the correct pronounciation is as though it were spelled "Rue-beroid." It is commonly supposed that Rubberoid is a "rubber" roofing—but a roofing containing rubber would be practically useless, as rubber rots under slight exposure to the weather. The base of Rubberoid is an exclusive processed gum known as ruberoid gum. This gum resembles crude rubber, and is as flexible as crude rubber, but unlike it, retains its durability and flexibility after years of exposure to the weather.

RESTRICTION OF FIREARMS SALES.

Legislation to stop the carrying of revolvers as concealed weapons seems to start at the wrong end of the line, writes Fred I. Johnson, of the Iver-Johnson's Arms & Cycle Works. In other words, it attacks the law-abiding citizen and says that he shall not carry such weapons, by different kinds of prohibitive measures which are proposed; but it does not attack the ruffian, because the latter has no regard for the law; he is a criminal and is liable at all times, therefore he does as he pleases, regardless of such laws.

But if legislation would make it a prison offence, with penalty of two years' imprisonment, for a criminal to be caught with a concealed weapon (and by "concealed weapon" we mean daggers, dirks, brass knuckles, pistols, or anything of this order), this would be an attack where it is needed, and would cover all who have a police record.

If legislation could thus take care of the thugs and the thieves, there would probably be little trouble about any further legislation in this line; and the peaceable citizen would not then be hindered from having a revolver for use in his own home, nor would he be prevented from carrying one on his person, for the protection of his body or valuables.

HARDWARE AND METAL

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MARKING PRICES ON GOODS.

Some merchants lose money because of failure to properly mark goods, thinking they can remember the cost price, and in this way they many times do not get actual cost for the goods.

Other merchants, either from carelessness or force of habit, mark the selling price on all goods a certain percentage above cost, regardless of real values. Still others do not see the goods at all, but tell a clerk to open them up and what selling price to mark on them.

When goods come into the store they should be carefully inspected, for if there is one place where the best judgment of a merchant is brought into action, it is in marking or pricing goods. Only the very best judgment should be used to put a good, strong profit where it will fit, and make up for the short profit, or possible loss, on something which has been purchased to sell at a bargain.

Marking goods in plain figures can very often be made the basis for further sales. A customer while waiting to purchase some special article is often prompted to buy other things by being able to know the price. But, above all, don't have mixed or cut prices. Remember that one man can't do all the business.

Make it a law to have one price to all, and that price in plain figures, and "money back if you want it" should be the rule in every wide-awake retail hardware store. Let it be recognized in the community that a child may be able to buy goods in your store as cheap and with the same satisfaction as could an expert of values.

Such a policy can not do other than command the confidence and respect of the public and bring the greatest possible benefit to the retailer.

CANNOT RIDE TWO HORSES.

A correspondent draws attention to the fact that some manufacturers of wire fencing are attempting the impossible feat of riding two horses going in opposite directions.

They call upon the trade and induce them to stock their lines of fencing on the supposition that they intend to sell only through retailers. Then they go and sell direct to farmers or through some farmer agent, at prices lower htan the hardwareman can sell and make a profit.

No objection can be taken to manufacturers selling to farmers if they choose to do business on a direct to consumer basis. But hardware merchants have a right to expect that manufacturers of wire fencing, as well as roofing, stoves and similar lines, must protect the merchants if they want the trade of retail hardwaremen. It may be necessary at times to sell to customers not in business, but in such cases the prices quoted should be the retail rather than the wholesale price.

THE STRUGGLE FOR RICHES.

There is scarcely a hardwareman or clerk but wishes that he was rich. He thinks that he is not making money fast enough and wonders whether the wheel of good luck will ever let fall a fortune at his feet. Most fortunes have been started and developed by thrift; even the foundations for the wealth of the multi-millionaires in America were laid that way. There is more truth than sarcasm in the old axiom about not being able to have your cake and eat it too. In plain words its tranlation is you cannot spend all you make or earn and have money in your pocket or to your credit in the bank. A safe, inviolable rule to guide the ambitious clerk on the road to a competency is to remember that it is only attained by saving—by building little by little—the process may be slow and at times tedious, but the structure will be reared in time. There are only three other ways to get wealthy in a short time. One is by misappropriation or graft—which no honest, self-respecting person countenances. Another means is by speculation which may make of you an opulent individual or it may restore you to primitive poverty, after you have put all the money you have in about-which-you-know-nothing scheme or proposition. The mere speculator simply takes his chance. The extreme is very much like a wager—it may result successfully or it may render vou so much worse off.

Another way to acquire riches is by judicious, careful and well planned investment, which is widely different from speculation. To one who makes a study of bonds, real estate, industrial concerns, growing towns, promising farming districts or excellent business openings, a few hundred dollars invested at the opportune time—the psychological moment—will yield handsome returns. Outside of the good, old-fashioned way of building a fortune—dollar by dollar—comparatively few men have the knack, the genius or the unerring judgment to make money quickly and easily, even in investments. It would be well for the man of moderate means to leave pure speculation alone. Investment should be well considered by the one about to embark in that field; if rightly understood there there is generally a liberal return made. Investments are after all like other things—their success depends to a large extent in knowing and doing the proper thing at the proper time. This is why one man prospers and another fails. No. 1 bought or sold or entered into business at the proper time and in the proper place. The other chap acted an hour, a week or a month too late, did not locate on the right spot or misjudged conditions. Life after all is a complex and peculiar problem and for the majority of us our chief business here is the business of making a living. The next time you hear so much about the good luck, the unparalleled success, the big income or the large dividends that the other fellow has, do not become restless or grow melancholy. Your turn is likely to come, but remember it will never arrive as long as you spend every dollar of your weekly wage or fail to lay aside something whether you are in business or not. It takes a little money to make money, but the prime necessity, the fundamental, underlying, principle is first to have that "little." You get that only by thrift which is the basis of all prosperity.

INTERESTING LEGAL POINT.

A point in law not generally understood is that a cheque marked "paid in full of account" can be accepted anl used without prejudice even though the amount of the cheque does not cover the full account. A merchant having, for instance, an account for $200 against a delinquent could accept a cheque marked "paid in full of account" and then sue for the balance due.

DON'TS FOR TRAVELERS.

A good deal has been written about how traveling salesmen are treated by merchants who do not realize that it pays to be courteous not only to the people they sell goods to but also to those they buy goods from.

Some merchants have much to learn in this regard and even some officials in large manufacturing concerns can to advantage change their policy and treat salesmen in a manner more in keeping with the Golden Rule.

The story is told of how one of the most gentlemanly and considerate salesmen on the road called on the buyer for a hardware manufacturing concern which closed its doors in an Ontario town during the past year. The salesman presented his card and the buyer in a churlish manner tore it up and threw it in the waste paper basket. A second and a third card met the same fate with the result that the affronted salesman spoke his mind freely to the buyer, comparing his actions with what a true gentleman's would have been.

There are always two sides to a story, however, and while we can give no additional information regarding the case referred to, the side of the manufacturers, and the manner in which they are treated by some self-conscious salesmen is given in the following letter received from the secretary of a large manufacturing concern advertising in Hardware and Metal. His letter follows:

> Editor Hardware and Metal,—Having often noticed in your valuable journal, the many "Dont's" that buyers should not do to travelers, I write to inform you that for every don't that the buyer should not do to the traveler, I can name you two dont's which the traveler should not do to the buyer.
>
> It might surprise many travelers to know that one half of them do not know how to approach a buyer. They may have called on him perhaps three or four times during the year and he has the impression that he is the only man who calls on that firm.
>
> The traveler walks in and says, "How do you do, Mr. So-and-So, how is business to-day?" You immediately start to wonder who he is but he does not tell you. You might know his face but cannot recollect his name nor the name of the firm he represents. He will ask you how business is and if there is any chance for an order in his line but of course we always say no, because we do not know who he is. We do not ask him who he is; if he does not know enough to tell us.
>
> The writer had a case the other day where a traveler came in and asked if we needed anything in his line. We know his face but could not place him. He said that we had sent an inquiry to his house but did not mention the name of the house he represented and I immediately told him that no doubt his price was too high and the order went past him; but while he sat here the order was made out for two car loads of lumber, to his firm, and was mailed on the same train he was on. His house called him down the next day, asking him why he had not called on "Jones & Smith." He said he had but that there was nothing they required and that the quotation was too high.
>
> Many travelers come in who do not know enough to take the cigar out of their mouth, while others who might know the buyer salute him in a very familiar and loud tone with, "Hello, Jack, old boy, how are you?"
>
> Still others who come in feel it their privilege to walk around the office and chat with other members of the office staff if the buyer happens to be busy.
>
> I could go on giving you many more "Dont's" which the traveler should take note of but space and time are too limited to allow me to do so.
>
> As an old traveler myself I would say that the first thing a traveler should do when approaching a buyer is to mention the wares he handles and the name of his firm. There is not one buyer in a thousand who care a snap for the traveler's name or his beautifully embossed cards.
>
> "SUNSHINE."

The editor would like to hear from other readers on this subject. Experienced travelers know how to approach a customer and make it worth the customer's while to give him a hearing. There are many young salesmen on the road to-day, however, who have their careers to make or mar, and instances where buyers or salesmen have been discourteous are worth repeating if a lesson can be learned from their telling.

THE COPPER PROBLEM.

In spite of roseate accounts from different American copper houses as to what the metal is likely to do in the near future, it cannot be said that the present position is very re-assuring. It is true that figures for April are better than for the three preceding months, That is to say, owing to the great increase in exports and the higher deliveries into home consumption, the amount going into stock was not so great. But in spite of better consumption and increased exportation, the month's movement resulted in an increase of nearly a million pounds to stocks, and this added to the surplus of the other months is a matter for careful thinking.

If there was some guarantee that the millions of pounds of metal exported to Europe were being, and had been, used, the future might not look quite so uncertain. But trading conditions in Europe have not been so brisk, or so incomparably better than those in the States, that industrial activity should want many million pounds of metal more than was wanted this side of the Atlantic. It is, therefore, more than likely, considering the bulk of other months' exportations, that holdings in speculators' hands are not by any means decreasing.

If confidence of producers can win the day then copper should stand a good chance, for the market has been held up in a remarkable way by the big interests refusing to make sales. But it is the confidence of the customer, and not the confidence of the producer; that will make copper strengthen. And the way to induce this confidence is not by having a record output for April. Iron and steel production was restricted, and now we have a growing improvement in these markets.

The sensitive character of the New York market is apparent from the fact that speculative rises in London are made an excuse for bolstering up prices in New York. At one time the price was held steadily, let London manipulate as much as it liked. The fate of copper seems to hang in the balance. At present the exportations to Europe keep the stock down, but let Europe cease to buy, or some political panic cause holders to unload, and the metal will be in a bad way. Legitimate consumption must come to the rescue. Considering everything, however, the demand has not been so poor. Immense quantities of metal have been used, not only in the States, but in Canada, but even at the high-water mark of industrial activity, it would take mighty efforts to keep pace with such a tremendous rate of production as that shown for April. It cannot be said, therefore, that the copper situation looks particularly rosy at present.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.

Wire—Advance of 10c in barb wire, galvanized wire, and coiled spring fencing.

Toronto.

Wire—New prices in some lines. Bright, annealed and oiled and annealed for fencing is now $2.25 base. Coppered and tinned is $2.30.

Iron—From 25c to 50c lower on some grades.

THE MARKET SITUATION.

The primary markets have been sagging again, and the situation generally is not so bright as it was. The London tin market has been easy, and without character, while jobbing conditions, both in this market and in New York, have been dull and unsatisfactory. Copper fell away again in the English market owing to the absence of speculation. The New York market has been extremely quiet, with little buying. The recent spurt in consumption seems to have satisfied requirements for the time being. Lead has been fluctuating across the Atlantic. Stocks are apparently much heavier than they should be. On the whole the tendency, however, has been to improve. Spelter is still the bright star. Under a good consuming demand and the control of the European Zinc Convention, whereby curtailment of output will take place whenever the average price of ordinary brands has been below £19 for a period of six months, or if the total stock of spelter shows an increase during such a period. The English pig iron market continues to show fair improvement, the home consumption being larger than for some time past. While stocks in public stores still show a slight increase, tonnage held in makers' yards has been almost cleared out. There has been a slight decrease in warrants, but that is understood to be speculative only.

MONTREAL.

May 21.—Although steady trade has been done this week, it cannot be said that the tone of the markets is quite so good as it was. The unseasonable weather has not helped matters, and the slight feeling of apprehension as to the welfare of the crops seems to have damped consumers a little. Then again the primary markets are not in the best of shapes. The result of all this has been to depress the markets slightly. There are no changes in prices for ordinary jobbing lots. All the metals have been in demand, but the inquiries have not been so good. The metal markets are very easily influenced just at present, however, and better reports as to general trading conditions would soon elevate the tone.

PIG IRON—Trade is good locally. The heavy consignments arriving regularly from the Old Country are being distributed as quickly as possible. Buying ahead has improved, and consumers are paying somewhat higher prices for deliveries extending into the fall. The belief seems to be that prices will not go lower, and there is less hesitation in covering requirements. With several Canadian furnaces out of the open market owing to their steel orders, the situation is much stronger, and prices for home pig are well kept up. The furnaces are fully occupied, and the tone of the market very good. Both the United States and the Old Country markets continue to show improvement, and this naturally helps the position here. We continue to quote: imported pig, Clarence, $16.75 to $17; Middlesboro No. 3, $16.50 to $16.75; Summerlee No. 1, $18.75 to $19; No. 2, $18.25 to $18.50.

TIN—There is no change in the jobbing quotations this week, and the price is still 32½ for ordinary lots. Some good orders have come in, but inquiries are not so good. The weak tone of the English market has not improved matters, and consumers are still uncertain as to whether they had better look ahead.

COPPER—With a steady purchasing movement, copper quotations are unchanged at 14c for ordinary jobbing lots. The city demand has shown improvement, but the tone of the market is not so good as it was last week. There is a great deal of doubt as to the future of copper, and consumers are not buying more than they really require. The jobbing consumption in the States is very dull, and with production going along at record speed, the situation is not one to impress buyers.

SPELTER—The demand continues very good, and quotations remain unchanged at $5.75. There is a splendid demand for galvanized sheets, and steady shipments are being made to all parts of the country. The English market remains very firm, and the influence of the European Zinc convention is plainly to be seen. The St. Louis market is also firm.

LEAD—With an improving demand, lead is unchanged at $3.65 for imported, and $3.55 for Trail. Inquiries are better, and if general trading conditions improve there should be a good future for lead. The English market has been fluctuating, but on the whole has been stronger.

SCRAP METALS—No changes are announced in scrap metals. Buying is on the quiet side. Heavy copper and wire, 11c; light copper, 10c; heavy red brass, 10c; heavy lead, 2¾c; scrap zinc, 3c; wrought iron, 11c; machinery cast, $14.50.

TORONTO.

The local metal market is hardly as brisk as it was a couple of weeks ago. May opened up well, but apparently business has dropped off this week quite a little. Trading is fairly good, however, though the metal men have to fight for every order and are trying to dig up trade in all quarters.

Iron has developed an easier tendency, though the quantity of iron used has increased in volume. Copper is showing a gradually improving situation. That is to say, the difference between consumption and production is not so great as it was six months ago. The revival in industries using copper has brought this condition about.

PIG IRON—While business is gradually increasing in volume—there is quite a lot more iron used to-day than there was eight weeks ago—it is hardly keeping step with the pace set at the beginning of the month. As a consequence prices are somewhat easier. The quotations ruling for several weeks past were considered high for business and consequently some cutting was indulged in. Reports continue to circulate that the market is firming up, and so it is, though not to the extent some persons would have readers believe, and there is lacking the substantial foundation to back these reports up. Canadian foundry is now $19.25; No. 3 Middlesboro, $19.50, and Cleveland, $21.

LEAD—The local situation is unchanged, and the price remains at $3.65. the quotation which has been ruling for some weeks past. Outside, however, lead is showing excitement. New York has gone up another 15c, lead now being quoted there at $4.50.

COPPER—The red metal is improving statistically; that is, there is not now the great difference in the figures showing production and those showing consumption. Locally copper is firm and active at 14c, though some offers for business were made at a close margin.

TIN—Fairly active at unchanged prices is tin this week. 32c continues to be the market quotation. The tendency is uncertain, though no startling movement is looked for.

SPELTER—This metal is continuing to show good results, and it is the most satisfactory metal on the market, though the volume of spelter passing in trade is not very great. Stocks are none too heavy. The market quotation of $5.75 holds good and it is firm at the price.

SHEETS AND PLATES — Quotations for the year are unchanged from those ruling last season, though some few sales for large quantities have been made at lower rates than those of a year ago. Much more business is being done this season, however, the improvement being quite noticeable.

OLD MATERIALS—Present business is fair, but might be somewhat better. Stocks are pretty high, though not accumulating so rapidly as a month ago. Prices remain unchanged. Dealers are paying for heavy copper and wire, 11c; light copper bottoms, 10c; heavy red brass, 9¾c; heavy yellow brass, 8¼c; light brass, 6¾c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7c.

HARDWARE MARKETS

MONTREAL.

May 21.—Although trade is moving steadily there is no doubt that the weather has kept back a large amount of business that would otherwise have been placed. With the roads in a very bad condition, and seeding late, farmers are reluctant to buy, and of course this makes merchants more cautious for the time being. There is no feeling of doubt as to the ultimate trend of trade, but until the warm weather sets in, and business has every opportunity to expand, merchants will not extend themselves. A similar absence of swing is noticed in the city trade. As one merchant remarked, people are thinking more of buying umbrellas than gardening tools.

A slight improvement has been noticed in the bookings for harvest tools, but apart from this there is little buying ahead. Most orders are repeat spring ones, and are of a general assorted character. Hose has naturally fallen off with the wet weather but lawn mowers have improved. Builders' hardware is moving splendidly, and is proving to be one of the strongest selling lines this spring. The Dowswell Manufacturing Co. have adopted a new list and discount for wringers and washers, but there is practically no change in prices. The Royal Canadian wringer now lists at $42.25 less 20 per cent., the Reacting Round at $73.75, and the Reacting Square washers at $77.50 less 20 per cent.

Owing to a rise in the American wire market, the rival wire concerns having together raised their prices 10c, the local market has followed suit, and barbed wire, galvanized, and coiled spring fencing has been advanced 10c. Consumers who placed orders during the week's reduction are congratulating themselves. It looks as if these lines were shaping for a further rise. The markets generally are firm and unchanged.

BUILDERS' HARDWARE—The broken weather does not seem to have affected the movement of builders' hardware which is one of the strongest selling lines. The city demand is very good and of a general assorted character, while outside points are buying well. No changes are announced, and we quote: Door sets and escutcheons, 50 and 10; escutcheon pins, steel 50; brass, 55. Spring hinges, No. 20, $9 per gross.

SPRING GOODS—Repeat orders are not so brisk as they should be, although a steady volume of trade is being done. Hose is quiet, but lawn mowers and other gardening tools are moving in fair bulk. Screen doors and hinges, poultry netting, and green wire cloth are in steady demand. We continue to quote: Screen doors, stained, $7.80; grained, $8.10; screen hinges, $9 a gross; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

HARVEST TOOLS—A slight improvement is noticed in the bookings, but the weather is having the effect of retarding the buying season and the accumulation of orders is not so heavy as would otherwise be the case. We continue to quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

MINER'S SUPPLIES—The demand is quiet for the time being, and without much character. We continue to quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—A really good demand exists for bolts and nuts. Repeat orders are coming in briskly, and the tone of the market is very good. Nails are also in steady demand. We continue to quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—Screws, like bolts and nuts, are in excellent demand. Dealers are placing repeat orders most freely, and the prospects look very favorable. We continue to quote: 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 off for flat head, brass, and 70 and 10 for round head, brass.

SPORTING GOODS—The season has been kept back by the wet weather. Many of the lakes are still covered by ice, and the demand for fishing tackle is quieter than is usually the case at this time of the year. The opening of the baseball season has helped the sale of baseball outfits, but it cannot be said that the sporting goods season has come to its full powers as yet. Guns and ammunition are on the quiet side.

WIRE—The United States controlling wire concerns have raised their prices 10c on barb, galvanized, and coiled spring fencing, and this has affected the local market to a similar extent. The plain wire lines—bright, annealed, and annealed and oiled are now quoted at $2.25 base. The other plain wire lines are unchanged at $2.30. The strong demand for all wire goods still continues and back orders are accumulating in almost every line. We now quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing $2.45; straight and mixed car lots, and $2.55 small lots. Plain wire, bright, annealed, and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b. Montreal.

TORONTO.

May 21.—"Five days of continuous sunshiny weather would make such a demand for seasonable hardware articles that they would go like hot cakes," said a prominent jobber in discussing the prospect of trade. "The hardwareman would find his goods going out in sales very largely, and they, in turn, would come to us with repeat orders."

The passing week is a splendid one for business. All lines that are asked for at this season of the year are in brisk demand, especially so are farm and garden tools and implements. Great quantities of hoes, rakes and spades have been moving this week, and in spading forks there has been a veritable dearth, so great has been the demand. Practically all the stocks in the city have been depleted of this one line.

Wire prices have undergone a change. Last Saturday there was a decline due to the cut in the U. S. and a smypathetic feeling to the lower quotations in the eastern markets. But the low prices lasted only three days, and on Tuesday evening last they again came near the old figures. Other lines are unchanged in price.

BUILDERS' HARDWARE — Sales which were stimulated by the numerous building permits granted have increased, if anything, since operations have really opened out. This looks like a bumper building season. Already material has increased enormously, and, in fact, is quite scarce. With it all builders' hardware, too, is meeting with such a big demand that a record sales year is anticipated. It is hard to say which articles are going out best in sales, so great is the inquiry for all kinds of builders' hardware, but hinges are particularly active.

WIRE—An unsettled week has just gone by so far as price fluctuations are concerned, but the market has firmed up during the latter part of this week. Bright annealed wire and oiled and annealed wire for fencing is now $2.25 base; and coppered and tinned wire is $2.50. Demand is good.

SEASONABLE GOODS—Poultry netting and wire cloth are showing renewed life, and large quantities have gone out during the week. Summer goods are moving rapidly, lawn mowers perticularly selling well. Hose is a little light and so are refrigerators and ice cream freezers, though some nice sales of these latter have been put through. The smaller variety of garden tools have sold well and barn and farm implements figured largely in shipments.

SPORTING GOODS—The season is at its height. The holiday ahead has brought orders asking for speedy delivery of sporting articles. Baseball outfits still hold first place, but lacrosse goods and fishing outfits are selling well. Orders for guns and ammunition are increasing satisfactorily.

HEAVY GOODS—Nails continue to be much called for and present-day sales appear to be breaking all records. Bar iron is steadily increasing in demand, and pipe continues to go out freely.

STEEL PRODUCTS ADVANCING.

Cleveland, O., May 20.—The Iron Trade Review says: The progressive strides made by the general market within the past month have effectively checked the consideration of further wage reductions and a number of the steel companies and blast furnaces, which made 10 per cent. cuts in April, will restore the former basis June 1. The United States Steel Corporation has not and will not reduce the wages of its 200,000 employes.

Evidence is accumulating that the finishing end of the iron and steel industry is now in a state of very favorable activity. There has been no cessation of the steady volume of orders which has been coming into the mills

during the past six weeks and a further increase of this movement has been noted during the past ten days. Consumers are freely entering the market, but are meeting a stronger sentiment on the part of the mills as to committing material of extended deliveries at the prevailing quotations.

The general movement of the market is unmistakably upward. During the week, wire prices, which were reduced $7 to $10 a ton on May 1, were elevated $2 a ton, and further increases are expected soon. The tonnage of steel bars placed with some companies has been of such proportions that they are practically withdrawing from the market. One of the leading makers this week added $1 to its price, and is now asking $1.25 for this year's shipment. In tubular goods there is considerable speculation as to a probable advance within 30 to 60 days. In semi-finished material and in sheets a more bullish sentiment is appearing.

METAL NOTES.

The copper output of the United States in 1908 is estimated at 948,146,490 pounds.

Bars, plates and shapes advanced another $1 a ton at Pittsburgh the middle of May.

The U. S. Senate last week voted to place a duty of 25 cents a ton on iron ores entering that country.

An English report recently issued places the production of iron ore in the world at 129,000,000 tons in 1907.

The "Metall-Anstrich Syndikat" of Berlin has put on the market a new process by which tinning is effected by painting with a pasty mass and subsequent melting on of this latter. The tin is rubbed fine like ordinary bronze powder, and worked into a paint with a suitable menstruum. According to the requirements, a mass is made either of pure Banca tin and lead, or of tin, zinc and lead. Experiments with the new metallic coating show that bending, twisting and embossing cause no flaking. The tests for porosity show that the protective action of the coating on iron is the same as with the ordinary tinned sheet.

Fifty tons of Vanadium steel have been rolled successfully at a steel plant in Coatesville, Pa. Vanadium was discovered in South Africa and is under the control of the American Vanadium Co. The idea of the makers of the new steel is to use it for the construction of steam boilers, especially locomotives. Steel plate now used tests 60,000 lbs. to the square inch, while the Vanadium steel it is said, will test to 80,000. The harder the steel, the less tensile strength it has, and by the use of Vanadium, strength is added with hardness. It is said that the new steel will wear longer and boilers can be made of lighter plate and have the same durability. Vanadium in steel does not change its appearance.

M. J. Otto, recently of Ayr has purchased the stove and tinware business of J. H. Rowe & Co., Dunnville.

The R. H. Smith Co., saw manufacturers, St. Catharines, have secured an option on a site of eight acres at Ottawa, and are considering the advisability of removing their plant to that city.

HARDWARE TRADE GOSSIP

Ontario.

Alf. St. Onge, hardwareman and contractor, Windsor, has offered to compromise.

Newman & Livingston, Picton, are establishing a branch store at Gananoque, on a departmental store basis.

W. C. Connell, late with R. J. Bruce, West Toronto, has accepted a position as sales representative in Hamilton for the Gurney-Tilden Co.

Coleman Miller, for 35 years connected with M. & L. Samuel, Benjamin & Co., Toronto, left on Wednesday on a couple of months' holiday and business trip to Great Britain and the continent.

During the most severe electrical storm of many years lightning struck the plant of the British-American Smelting Co., at Chippawa, last Saturady, and striking a barrel of gasolene, started a fire causing damage estimated at $15,000.

Quebec.

The Bazin Mfg. Co., nail manufacturers, Quebec, are offering to compromise.

The Charles Fawcett Mfg. Co., Sackville, N. B., have opened a branch office in St. Paul Street, Montreal.

The Pallascio Hardware Co., Notre Dame West, Montreal, have changed their name to the Raymond Hardware Co.

James Redmond has been elected president, and Willian V. Kelly, chairman, of the board of the Dominion Car & Foundry Co., Montreal.

James Simmonds, vice-president of the Starr Manufacturing Company, and head of James Simmonds & Co., Dartmouth, N.S., has been on a visit to Montreal.

Robt. Munro, managing director of the Canada Paint Co., Montreal, is on his way to Scotland, on board the Cassandra. Mr. Munro is accompanied by Mrs. Munro.

S. F. McKinnon, of Toronto, president of the Canada Paint Co., Montreal, has sailed for England on the Laurentian. Mr. McKinnon was accompanied by Mrs. McKinnon.

J. E. Paine, managing director of Geo. Wstenholme & Son, Sheffield, has been on a trip through Canada, going from coast to coast. A visit was paid to Montreal, the Canadian agents of his firm being B. & S. H. Thompson & Co., of that city.

The mayor of Sarnia, David Milne, head of the firm of MacKenzie, Milne & Co., paid a visit to Montreal this week. In the morning he visited several manufacturing establishments, and after luncheon, with C. M. Hays, general manager of the Grand Trunk Railway at the Canada Club, spent the afternoon in company with his old friends, T. H. Newman, of Caverhill, Learmont & Co.: A. A. Brown, of the McClary Mfg. C., and W. H. Evans, of the Canada Paint Co.

Western Canada.

C. W. Sainsbury, hardwareman, Winnipeg, has assigned.

David Gibson has sold his hardware stock at Elgin, Man.

F. L. Sherrin Holland, Man., has sold his hardware business to Dogg Bros., who will take possession on June 1.

Chas. Woodhull is preparing to open a hardware store at Hartney, Man., in the building formerly occupied by Blair & Son.

The wedding was celebrated at Treherne, Man., recently, of Miss Amy Frances Cooper to Charles Seymour Galusha, hardware traveler for the Marshall-Wells Co., Winnipeg.

J. G. Hayes has sold his hardware business at Windthorst, Sask., to Hector McLean, Mr. Hayes is removing to Dryden, Ont., where he has bought the hardware business of A. W. Coulter.

United States.

John F. Pease, Syracuse, N.Y., and one of the founders of the Pease Foundry Co., Toronto, died a fortnight ago. Mr. Pease invented the Pease furnace, which he commenced to manufacture in 1883. During his career he invented 18 different types of heaters. The company he organized grew to be very large and several years ago became a part of the International Heater Company, with which he was connected several years previous to his retiring from business. Mr. Pease was closely identified with, if not the originator of, the combination system of heating and ventilating. He has had no interest in the Pease Foundry Co., Toronto, for many years.

RUSTLESS WIRE CLOTH.

There being a demand for a superior grade of wire cloth for screening doors and windows in the better class houses, the B. Greening Wire Co., Hamilton, are now supplying a rustless cloth to meet this demand. Their largest seller is a 14-mesh solid bronze cloth, extra heavy, and of perfect weave. Being almost invisible it does not obstruct the vision and proves an ideal screening. Another kind which possesses most of the advantages of the bronze screening and is much cheaper is made of galvanized wire, 14-mesh, and 33 gauge wire. The stock widths of both grades are 24, 30, 36 and 42 inches, but special widths are supplied when quantity will warrant it.

NEW MANUFACTURERS' AGENCY.

Norman Macdonald, recently buyer for Rice Lewis & Son, Toronto, has been appointed sole sales agent for Ontario for the Carborundum Company Niagara Falls, N.Y., manufacturers of abrasive materials. Mr. Macdonald will take on other agencies more particularly in tools and supplies for factories. He has established offices and warerooms at 30 Front Street east, Toronto, in the same building as T. B. Lee, manufacturers' agent, is located.

Trade News From Atlantic to Pacific

Trade Gossip from Eastern Canada

Bathurst and St. Peters to Have Water and Sewerage Systems—Lumber Company Formed With Three-quarters of a Million Capital.

ST. JOHN.

May 19.—Extensive repairs are being made to the walls of the Union Foundry building on the west side. John Long has the contract and now has a crew of men at work.

F. E. Jones, electrician, has moved from the Jardine building to quarters in the Vroom and Arnold building, where he will have more room to display his stock of fixtures.

The Bathurst St. Peters Water and Sewerage Co. has been incorporated to supply water and sewerage to Bathurst and the village of St. Peters. Capital $20,000.

Murdock Kennedy and Parnell McMahon have opened a general store in Emerald, P.E.I. W. E. H.

NEWCASTLE.

The business of the Rosebank Lumber Company and the Swedish Planing Co. here has been taken over by the Swedish-Canadian Lumber Co., with capital of $750,000, headquarters to be at Nordin, N.B., a suburb of Newcastle.

The Monitor Manufacturing Co., of Fredericton, N.B., has been granted a Canadian patent for their acetylene gas generator.

L. H. Higgins, shoe merchant, of Moncton, will this summer build a new block, adjoining his store. H. H. S.

HALIFAX.

May 17.—There is considerable activity in the hardware markets at present. Prices are steady, but there is a tendency to move upwards.

H. H. Fuller & Co. received $27,000 insurance on their stock of hardware recently damaged by fire. For the present the firm is disposing of some of the stock that was saved, in temporary quarters on Granville Street. The work of repairing the firm's buildings on Water Street is now proceeding.

H. P. Conreye, special agent of the American Railway Association, was a visitor to Halifax last week, and in company with J. T. Hallisey, District Superintendent of the Intercolonial Railway, called on the various firms interested in the transportation of explosives. The association which Mr. Conreye represents includes all the principal American railways, and their object is to enforce the laws passed by the United States Government for safety in transporting explosives to prevent both the loss of life and property. Many mishaps have occurred on the railways and at sea, which have caused great losses, but since the formation of this association the losses have been very greatly reduced. The association now embraces trans-Atlantic shipping interests as well as the railways. The Intercolonial has recently joined this association, as they regard it as a great benefit for life and property, as the regulations require particular care in packing and looking after general safety in handling explosives. While here they visited the steamship firms whose lines carry explosives and they expressed surprise at the large quantity carried by the firms, especially the Furness Withy Co. This firm's steamers carry nearly all the explosives used by the collieries in Nova Scotia. They also visited the Acadia Powder Co.'s plant at Waverley, N.S. J. H.

MONTREAL.

May 20.—W. S. Leslie, of A. C. Leslie & Co., has returned from an extended trip to the Old Country, visiting among other places Bristol, the headquarters of John Lysaght, for which people his firm are Canadian managers. Mr. Leslie stated that although trading conditions were on the whole quiet across the Atlantic, there was an improvement in a number of lines, and the general feeling was that business would improve steadily. Prices in iron and steel were low, but the opinion was that these prices were as low as they were going to go, and some branches were now advancing. All over the country there was a general feeling of interest regarding Canada, and business men were looking to an improvement in the Dominion to brighten things up at home. The tin plate trade, continued Mr. Leslie, while quiet for some time had had quite a revival during the past month. Tin plate makers have more orders in hand than ever before in their history. This was owing to general expansion in the different markets of the world. Australia and British Columbia were large buyers. Owing to this increase in business the large tin plate makers were all adding to their plants.

T. R. Ferrall, Wakefield, Mass., has been visiting Montreal hardware circles in the interests of the Boston & Lockport Block Co., East Boston.

Items of Interest Gathered in Ontario

Movement Towards Early Closing at Kingston — Chatham Merchant has Children Using a Lawn Swing in His Window.

OTTAWA.

May 18.—Business is picking up now and summer appurtenances are prominently displayed in all the hardware shops. Fishing tackle and other sporting goods are also to the fore. In this connection, Graves Bros. have a very fine showing of yachting equipment.

A very artistic and instructive book has just been issued by the International Portland Cement Co. as a souvenir, dealing with the history, development and possibilities of Portland cement. It is a work of art and the illustrations contained therein are exceptionally fine. But to the engineer, architect and all interested in the work of construction be it, houses, bridges, breakwaters, dams, piers, etc., the book contains a lot of valuable information regarding the method adopted for the manufacture of this great building adjunct. The history of cement is in itself educative. Egypt was the home of cement makers 4,000 years ago and about 2,000 years later the Romans discovered hydraulic cement of which they were the sole possessors, until Col. John Sweaton an English engineer in 1756 discovered that a certain limestone containing a percentage of clay on being calcined, produced a cement which he called "Improved Hydraulic Lime." It was upon this he staked his reputation and built the Eddystone Lighthouse, a monument not only to the excellence of his cement, but to his ability and courage as an engineer. Later developments are of equal interest and any hardwaremen handling this material will be well repaid for the trouble of sending to the International Portland Cement Co., Ottawa, for a copy.

If a meeting of the Ontario Master Plumbers' is held in Windsor during the last week of June, several Ottawa master plumbers will attend if conditions are favorable to their getting away. Building is strongly evident now and the majority of the plumbers feel that the possibility of their being able to take a few days at that time is very questionable. However, all agree that such a convention would be a good thing as it would not only promote a fraternal feeling, but would also provide an occasion for the exchange of ideas and discussion of suggestions which would undoubtedly be of value to everyone. An Ottawa plumber suggests that if conventions are held in the winter there would be more liklihood of better attendance as plumbers at that season are not rushed to the same extent as from now to the end of the summer. As regards the establishment of provincial legislation governing the plumbing work in country districts there was an unanimity of opinion in Ottawa. Everyone was emphatic in the endorsation of such a proposal and all agreed that the benefits arising from such enactment would not be alone to the plumbing trade, but to the general welfare of the public health. One master

plumber in this connection suggested a clause governing the location of cesspools, closets and privys in respect to wells. He stated that such places should be located according to the formation of the soil or strata at stated distances from sources of water supply and this would materially aid in the prevention of contagious diseases. Others were of opinion that a master plumber should be on the board of health so as to be in a position to intelligently discuss the sanitary methods pursued in the respective cities and towns.

Maurice O'Connell has installed plumbing, heating and ventillating systems in the Cumberland Apartments, Attwood Apartments, Catholic Lyceum and the Ottawa Hunt Club.

WALLACEBURG.

May 11.—J. M. Husband & Son, Wallaceburg, are paying special attention to window dressing and always have a tastily dressed neat window, emphasizing special lines, and they find the displays pay well. They have an arrangement with a produce man by which they can pay cash or trade for eggs and find it a profitable department.

The Stonehouse, Monroe, Zavitz Co., Wallaceburg, are instaling metal she'f boxes in their hardware department, and are also adding a line of motor and boat supplies.

Work has begun on the excavation for a 250-barrel flour mill and elevator at Wallaceburg. J. K.

LEAMINGTON.

May 12—Greenhill & Moffitt, Leamington, had an interesting inquiry some time ago from a gentleman from Virginia, now connected with the tobacco business in Leamington. The gentleman brought in an English padlock which had been in use for 51 years and with the exception of being weatherworn was in as good condition as ever, and wanted a dozen exactly similar. Fortuately Mr. Greenhill's knowledge of English goods enabled him to procure these, and after a time they duly arrived and were delivered. This incident goes to show how substantially English goods are made.

On the safety razor question Mr Greenhill expressed his opinion that the hardware trade were losing much of this business because these goods were placed in the hands of the drug and stationery stores. J. K.

CHATHAM.

May 18.—"It seems like work night and day," remarked one hardwareman this afternoon, in reference to the marked pick-up in business the last few days. Hardwaremen all along the line report things busy. Plumbing is picking up rapidly now, and a busy season is anticipated.

The debt collection system for some time past under contemplation by the local retail merchants was whipped into shape at the regular monthly meeting Tuesday evening, when the executive presented its report on the matter. Under the system, as adopted, each merchant contributes at the flat rate of $10 for the services of the collection department for the year. While this might seem to weigh against merchants on the side streets, it was pointed out that owing to the fact that King Street merchants do a larger proportion of cash business, the merchants in outlying parts of the city probably have as many bad debts as those with more extensive business on the main street. The fee is exclusive of the $2 membership fee in the R.M.A., of which the merchant has to be a member before he can secure the benefits of the collection department.

After some discussion, W. M. Murdock was named as official collector for the association. Mr. Murdock is a retired grocer who latterly has been engaged in the insurance business. He will have charge of the outside department of the work, while the clerical work will be handled by the association secretary, J. W. Powers. Collections will be turned in to the secretary-treasurer daily, while payments will be made to merchants twice a month, and monthly reports rendered as to the names of debtors on the collection list, and other matters of interest. As in the case of the Guelph Association, the weekly collections from any one debtor will be divided equally among the creditors, irrespective of the amount of their claims, till each claim is satisfied. Quite a number of merchants present subscribed immediately as members of the collection department, and the collector and secretary assisted by leading merchants, will make a thorough canvass of the merchants of the city in the course of the next two weeks. The fixing of salaries was deferred till the result of the canvass is known.

News from West of Great Lakes

Next Week to be a "Clean-up Week" at Calgary — Large Volume of Building at Edmonton and Calgary—Nail Factory May be Established—New Stores and Changes in British Columbia Cities.

VANCOUVER.

May 15.—The hardware and plumbing trade is very good at present, and in talking with the men in the trade, little complaint is found. It is a good time of year anyway, but the prospects are particularly good just now. In the wholesale line there is greater movement than at any time previously, and this indicates a firest rate retail turnover. Building continues active, the permits being nearly all for dwelling houses, railway construction is going on close to the city, logging is starting up, and, in short, the situation all through, is encouraging.

A large amount of work is to be done by the B. C. Electric Railway Company in the city and surburban districts, which will total an expenditure of about $2,000,000.

The value of the permits issued last week was $111,905, all for dwellings. The largest was for $43,000 for a brick addition to an apartment house being erected by J. J. Banfield at the corner of Bute and Melville streets.

G. J. Johanson, has established a tinsmithing and plumbing business on Fourth Street, North Vancouver.

CALGARY.

May 13.—Th s city has been doing its utmost to interest the people in the beautifying of Calgary. The Horticultural Society has given a course of free lectures to help along the good work, and the week from May 17th to 22nd has been set apart as "clear up week." And every hardware dealer is ready for it, with the window decorated to suit the occasion with spades, rakes, hoes, and all kinds of garden tools.

It is rumored that Calgary may have a nail factory in the near future. The Alberta Wire Nail Company have been negotiating with The Gordon Nail Co. of St. John, for the purchase of their plant, and if the deal goes through the plant will be transferred to Calgary. Calgary is an excellent field for such a plant, as at present it costs the dealer $1.48 per 100 lbs. to bring nails from the eastern coast, whereas the material could be brought cheaper to Vancouver, and from there to this city for 52 cents a hundred, thus making an important saving, and a profitable industry.

The building permits so far this year are almost double of that for the corresponding time last year. Below are the actual figures :

	1909.	1908.
January	$ 21,650	$ 12,800
February	78,050	23,590
March	94,900	42,100
April	174,150	106,450
	$368,750	$184,940

It is estimated that the cost of building in the city this year will be $2,000,000. Some of the larger buildings are : Thurber & Giles, business block, $20,000 ; St. Mary's Separate School, $44,000; A. J. Sanirs, business block, $50,000; W. R. Hull, business block, $140,000; Dr. Bruner, apartment house, $20,000; three schools, each $45,000 ; Tees & Pense, warehouse, $35,000; Dr. Blow, warehouse, $30,000; Calgary Paint & Glass Co., addition to warehouse, $35,000; J. Rodrique, hotel, $20,000. A. R. A.

VERNON.

May 15.—W. J. Burroughs and family have left for England. Mr. Burroughs has been for some time in charge of the Vernon Hardware Company's plumbing department. He expects to return to the Okanagan at some future date, probably early next year. R. B. B.

VICTORIA.

May 13.—The new order of things, increase of business and a consequent influx of population bringing in new business firms with a displacing of some of the older establishments. Businesses which have been landmarks for a generation have to move on and make way for the new. This has come to be the order in Victoria. One of the last to

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

CASH REGISTER, high grade, nickel plated. Registers one cent to twenty dollars. Perfect condition guaranteed. Half price, $55.00. The R. O. Smith Co., Orillia, Ont. (23)

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Toggle Press. Apply Box 844, HARDWARE AND METAL, Toronto. (24)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—By Montreal hardware and manufacturing company, two representative agents. Location, Vancouver for British Columbia; Edmonton, Regina or Calgary for Alberta and Saskatchewan. Address, Box 846, HARDWARE AND METAL, Montreal.

BUSINESS CHANCES.

FARM FOR SALE OR EXCHANGE for stock of hardware. 177 acres, famous Red River valley, 35 miles south of Winnipeg, 5 miles north of Town of Morris. Good graded road to town. This land is high and dry and first class soil. Price, $17 per acre. Address, Box 848, HARDWARE AND METAL, Toronto. (22)

HARDWARE BUSINESS FOR SALE in good live town 100 miles east of Toronto. Address Box 841, HARDWARE AND METAL, Toronto. (24)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tinware business, with tinshop tools. Stock about $4,000. Can be reduced to suit purchaser. This is a good growing business in a splendid section of country. Good reasons for selling. Apply Box 832, HARDWARE AND METAL, Toronto. [23]

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

650,000—Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Experienced paint and glass traveler State previous experience and salary expected. Box 9, HARDWARE AND METAL, Winnipeg.

WANTED—A traveling salesman for the province of New Brunswick by wholesale hardware house of Montreal. Only A1 men need apply. Address Wholesale, Box 2310, Montreal. (tf)

WANTED—At once, manager's assistant for retail paint department. Only experienced men need apply. Ashdown Hardware Co., Retail Store, Winnipeg, Man. (22)

WANTED—A good smart boy with one or two years experience in the retail hardware trade. Apply, stating wages expected, to N. H. Bowers, Massey Station, Ont. (22)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE SALESMAN with seven years retail experience wants a good position. Best references. Box 842, HARDWARE AND METAL, Toronto. (21)

SALESMAN, assistant buyer or manager, or other position of responsibility, with wholesale or jobbing house, by man of twelve years experience and at present with one of principal jobbers. Box 850, HARDWARE AND METAL, Toronto. (23)

SALESMAN, youth with two years wholesale experience, wants retail position in city. Highest references. Apply 259 Grace Street, Toronto. (21)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ESTIMATING, by Edward Nichols, Architect.—140 pp., 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto,

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SUCCESSFUL ADVERTISING, HOW TO ACCOMPLISH IT, by J. Angus Macdonald.—Authoritative work by an advertising expert, setting forth the inner advertising principles of each business clearly and briefly. Contents include Ad. Building, Retail Advertising All the Year Round, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. The suggestions are applicable to any trade. Price $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

feel the effect of this is the old established firm of Clark & Pearson, hardware and stove dealers. The property on which their business has been conducted for years has been sold, the old premises are to be pulled down and a handsome new building is to be constructed on the site. The new structure will cost about $15,000. Clark & Pearson so far have been unable to find suitable quarters, but expect to find an improved location before long.

Two more business blocks are to be erected on Yates St. Messrs Finch & Finch have purchased a good sized lot and will build a large four-storey block. The other is in the same block and will be about the same size and height and will give a substantial appearance to that section, which is rapidly coming to the front as a retail centre.

Victoria is at last making a move in the direction of having public lavatories put in, thus coming abreast of eastern and Old Country cities, which have for long time been up-to-date in the matter of public conveniences. Alderman Humber will move at the next meeting of the city council that plans and specifications be prepared for the construction of five lavatories and sites secured by a committee of the mayor and three aldermen. The backwardness of the city in this respect has frequently been commented upon by visitors and several suggestions have been made to the city council and letters written to the press on the subject. The latest was made by John Wilson, he submitting plans of an up-to-date, thoroughly hygienic structure and estimated that a revenue could be obtained which would pay for maintenance and all possible charges.

W. H. Adams who, until recently had carried on a cutlery and sporting goods store on Douglas St., died very suddenly while out trap shooting at Langford Lake.

The Hindus of Victoria hope to begin the construction of their temple in a few weeks.

Tenders were received by the city council for drinking fountains from the following firms. Hayward & Dodds, Crane & Company, B. C. Hardware Co., Andrew Sheritt, W. Bownass, Colbert Plumbing Co.

Three by-laws will be voted on on May 27, one to raise $45,000 for sewers, $125,000 for water extension. The other is for street improvement and block paving.

Spring cleaning displays of brushware and house cleaning articles have been made by several of the hardware stores, the best display being that of Drake & Horne, who have put in an attractive window of different lines of brushes and mops carried by them. The Shore Hardware Co. also have a display of brushes and paints making a good suggestion to the spring cleaner.

WINNIPEG.

May 18.—Owing to the number of failures, considered fraudulent, which have occurred amongst general merchants during the past year and a half, the wholesalers of Western Canada have come to a decision to investigate such failures thoroughly, and where the fraud can be proven, to prosecute the fraudulent party to the fullest extent.

With this object in view W. S. Willie, formerly a general merchant in Stony Plain, Alta., was recently prosecuted before the Superior Court of Alberta, sitting at Edmonton, and was convicted last week of obtaining goods on the strength of a fraudulent statement given to a prominent wholesale house in this city. It appears that Mr. Willie gave a signed statement to the representative of the wholesalers, at the time he ordered the goods. This statement showed his liabilities to be about $1,200, whereas it was proven that at the time he owed at least six or seven thousand dollars, of which he was undoubtedly aware.

It was attempted to show that the court had no jurisdiction, as the goods were sold f.o.b. Winnipeg. However, the judge set this point aside, as having no bearing on the question, and convicted the defendant of the offence charged, and remanded the prisoner in custody.

The wholesalers state that these actions are taken not only for their own protection, but also for retailers, doing business on a legitimate basis, and considerable satisfaction has been expressed amongst the retail trade of northern Alberta, that that section of the country has been able to secure two convictions of the above nature within the past few months.

Percy Watson, who for some years was superintendent of city trade in the builders' hardware department of the J. H. Ashdown retail store, has been transferred to the Calgary retail house, to act as manager of the same department in that city. On the eve of his departure he was made the recipient of a gold locket by his fellow employes in this city.

Winnipeg hardware retailers believe in making the best possible display of their goods. This spring it has been observed that the retail stores have presented a more attractive window display than that of last spring. Perhaps the reason for this lies in the fact that retailers were not realizing as much business as they anticipated, owing to the backward season, and lest someone else should secure the trade, it was necessary to put the goods before the public in the best possible way in order to retain a fair balance of the business. Seasonable goods are those which are most in evidence. This week, builders' hardware and sporting goods are quite prominent, and the artistic manner in which these are arranged in almost every instance is a credit to the various dressers.

It can be readily understood that the retailer who is fortunate enough to secure a good trade in sporting goods has an advantage in the matter of display over the dealer who trades more extensively in builders' hardware and the miscellaneous general lines. But it is encouraging to note that retailers make the best use of their circumstances, notwithstanding the condition of the trade in developing the artistic side of their business. A beautiful window is the ablest sales agency the business can sustain.

J. S. Wilbert, western manager of the Continental Oil Company, has recently returned from Regina, where he made arrangements for the establishing of a warehouse and compounding factory in that city.

The stove trade in Western Canada cannot be said to be in a flourishing condition at the present time. Local wholesale and jobbing stove houses are not content with doing a business similar to that of last year, and they are justified in looking for an increase in business, due to the increased general prosperity to the growth of population. In new sections of the country the trade has been all that could be expected. American stoves and ranges of the much-talked-of malleable steel type continue to come in, and notwithstanding the extra freight and duty charges, they, as a rule, undersell the better and more substantial Canadian-manufactured stoves. And as a means to this end expert solicitors and novelty articles are used, which are of great advantage in presenting a really inferior goods on the market. Malleable iron has no advantage over the ordinary steel stove manufactured in Ontario. The American salesman, however, has convinced many western buyers that it is, by simply giving demonstrations of its strength. It is quality which is required in the minute details of the stove's make-up. The American popular stove is the malleable steel, beautifully gilded and with fancy accessories, but the same stove has only a single case oven, as compared with the triple oven of the Canadian stove. It is because of these points of superiority that the Canadian stove cannot be reduced in price, and need not be reduced to the cut-price of the American stove.

EDMONTON.

May 15.—Trade has shown a decided improvement during the past week, the the principal lines moving, being poultry netting, green wire, cloth, barb wire, nails, etc.

Building trade is very brisk, work having started on the following buildings: J. Kenwoods stores and offices, $20,000; J. McKay Dixon's stores and offices, $10,000; Lewis Eiler's stores and offices, $30,000; Mrs. Looby's stores and offices, $15,000; S. Nankin's stores and offices, $9,200; Twin City Mfg. Co., factory, $15,000; Sisters Companions of Jesus, Convent, $25,000; J. Whitla's residence, $5,000; F. Adams, residence, $5,500, and a large number of smaller buildings are also under construction.

Building permits for the month of March this year, show an increase of 204 per cent. over the same month last year, the figures for April being $197,460 for 1908, and $210,890 for 1909 or an increase of 7 per cent for this year.

Cox and Weller are starting a hardware business in the city. They have erected a store near the big Swift Packing plant. J. H.

McKenzie Bros., hardwaremen and implement dealers. Wadena, Sask., have sold their implement business to P. McNichol.

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By Using Our

Corrugated or Plain Round Conductor Pipe

made in 2", 3", 4", 5", 6" diameter by 8′ and 10′ lengths without a cross seam. You can buy this perfect pipe for much less than you can make up pipe in 30′ lengths. Our Eave Trough is the best; it is machine made on a steel die and every length is the same.

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For anything in Builders' Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship the same day as received.

SUCCESSFUL ADVERTISING,

HOW TO ACCOMPLISH IT.

By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

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We have just issued under one cover new booklet containing

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Illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us today.

Pease Foundry Co., Ltd.
TORONTO, ONT

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph up to Noon on Friday.

May 21.—Although the retail trade has revived owing to the opening of summer weather, yet the wholesalers are feeling the general dullness that has prevailed generally for some time, the condition is not serious, however, since the building business, upon which the hardware is at present depending very largely, will be brisk for several months. The market situation is more changeable at present than it has been for some weeks. It is expected that barbed wire will decline in price very shortly. American firms are landing heavy shipments at the head of the lakes just now and efforts are being made to have local wholesalers take in the stock. The wire business will be quite extensive in the west this summer. After seeding the farmers resort to fence building, and this branch of farm work is increasing each year as the country becomes more settled.

We quote a decline of 10 cents on all Canada plates.

As a result of the meeting a few days ago of the shovel manufacturers an open market is announced in that line of hardware. British manufactured shovels formerly were sold to the railway companies through the jobbers, but now the railway companies buy direct both from the Canadian and English manufacturer.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron, No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS—$2.90 per keg base.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7½ to 8½, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 12½; British manilla, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise plain, 45c; Anchor, plain, 60c; Cyclone, plain. 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette tarred, 84c; Cyclone, tarred, 78c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70, 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.00; 8 inch, $3.25; full polish, 6 and 7 inch, $3.75; 8 inch, $4.00.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

Edmonton Quotations.

Barb wire, $4.00 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — MRM and "Bell," $5.15 base.

HORSENAILS— MRM, new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

Trap Shells

Our stock is large and particularly well assorted. Write us for full particulars.

EDMONTON, ALBERTA

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

The Sherwin-Williams News

VOL. I. SOMETHING NEW EVERY TIME NO. 8

Published by
THE SHERWIN-WILLIAMS CO.
Canadian Headquarters and Plant:
639 Centre St., Montreal, Que.
Warehouses:
Toronto, Ont., and Winnipeg, Man.
Edited by
THE LITTLE PAINT MAN.

I don't believe I have ever given editorial mention in this paper to varnishes. You may be sure, good reader, that this is not because S-W. Varnishes do not deserve first rank among Sherwin-Williams Products, but simply because I could not talk about everything good in a limited space like this. Speakin' of varnishes reminds me of a story my ol' man used to tell. "Clothes don't make the man," he says, "but they're one of the things that help." An' it's jest that way with varnishes—they go a mighty long way in improving the appearance of almost anything, except perhaps food and clothing. An' let me tell you that fine varnishes like Sherwin-Williams' improve the reputation of the storekeeper who handles them, an' a good reputation makes money, an' "money makes the mare go." *The Little Paint Man.*

The exceptional uniformity and dependability for which S-W. Varnishes are noted are due to the utmost precautions we take for safeguarding their manufacture.



First, the formulas are right—right from both the chemist's standpoint and the practical man's standpoint.

The raw materials are carefully selected. For instance, we are able to procure the choicest varnish gums.

Then we make our own linseed oil and know that it is right in every respect.

We use the greatest care in cooking the varnish at just the right temperature and for just the right length of time for each particular batch.

We filter not only the high-priced varnishes, but every grade of varnish we make.

All S-W. Varnishes are thoroughly aged. We never allow filtering to take the place of aging, as some manufacturers do.

584



The Western Stove Makers
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

Malthoid Roofing is cheaper than shingles, easier to lay, needs less attention after it is laid.

There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited
Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A sewer pipe company is looking for an industrial site on which to locate at Medicine Hat.

The Royal Elevator Co., of Regina, are building elevators at Mortlach and Parkbeg, Sask.

The Canada Iron Corporation, St. Thomas, will make extensive improvements to their plant.

The Waterloo Manufacturing Co. will commence building operations at once at Portage la Prairie.

The Canadian Pacific Timber Company's mill at Gerrard, B.C., is to start operations very shortly.

The American Laundry Machine Manufacturing Co., Chicago, are likely soon to build a factory at Toronto.

A by-law to grant to the Trent Valley Woolen Mfg. Co. a fixed assessment for 20 years was carried on May 10 at Campbellford, Ont.

A large number of men have left Cranbrook for the Skookemchuck, to start a tie camp for Breckenridge & Lund, of Wardner. Over 100 men will be employed.

The big mill of the East Kootenay Company, at Jaffray, was started up recently. The mill is one of the largest in the district and gives employment to a large number of men.

Superintendent King, of McClary's, London, stated that business is rapidly improving, and that at the present time 450 men, the greatest number since the erection of the new buildings in South London, are now employed, a schedule of 60 hours a week being maintained.

The by-law granting the Structural Steel Co. a free site for the erection of a factory and exemption from taxation was passed by Sherbrooke ratepayers. The company will erect a plant valued at $25,000. The manufacture of bridges and boilers will be the main industry.

The Bancroft Mfg. Co. is a new organization with headquarters at Bancroft, Ont., for the manufacture of wood and other natural resources. It is proposed, at the outset, to engage in wood turning of all kinds, and a commodious four-storey building with a foundation specially suited for accommodating heavy machinery has been acquired.

Thornbury, Ont., has passed without a dissenting vote a by-law to loan by way of bonus $10,000 to the Thornbury Transportation & Reduction Co. to establish works. In addition they also give a free site for twenty years with harbor and water privileges. This company, besides employing a line of steel vessels, intend operating an iron smelter. It is composed largely of Meaford and Toronto capitalists.

Municipal Undertakings.

Moose Jaw asks tenders for laying water and sewer mains.

Tenders are asked by St. Thomas for building a sewage disposal plant.

London may adopt the artesian well system for getting its drinking water.

There are indications that the construction of the proposed trunk sewer at Brandon will be commenced this season.

Work is to be started at once on the $50,000 sewerage system at Macleod, Alta.

Work is to be started at once on the $50,000 sewerage system at McLeod, Alta.

Tenders will be received up to June 2, for the supply of waterpipe for Vancouver.

Moose Jaw has passed a by-law to spend $24,000 on waterworks and sewerage extensions.

Peterborough water commissioners are calling for tenders for waterworks plant for that city.

Olds, Alta., ratepayers will vote on a by-law on June 15 to issue $6,000 fire protection debentures.

Latchford, Ont., ratepayers will vote on Aug. 15 on a by-law to issue $4,000 fire protection debentures.

Niagara Falls, Ont., ratepayers will vote on May 27 to issue $1,800 debentures for sewer construction.

Wetaskiwin, Sask., ratepayers will vote on a by-law on May 27 to raise $7,000 for fire protection purposes.

Oak Bay ratepayers will vote June 15 on a by-law to raise $30,000 for the installation of a waterworks system.

Representatives of Ottawa, Hull and Aylmer met recently to discuss the installation of septic tanks at Aylmer.

Gravenhurst ratepayers will probably be asked to vote on a by-law to raise $20,000 for a new waterworks system.

Carman ratepayers will vote on a by-law to raise $25,000 for the completion of the town waterworks system.

The Ontario Railway and Municipal Board has validated Cobalt's by-law to raise $75,000 for sewerage and waterworks system.

City Engineer Antonisen of Port Arthur is preparing estimates for proposed extensions to the waterworks and sewerage plants.

The Moncton, N.B., Board of Works, is considering several water and sewer extensions, for which tenders will probably be called in the near future.

North Battleford, Sask., ratepayers will vote on a by-law on May 25 to raise $100,000 to install waterworks, sewerage and electric lighting systems.

Tenders will be received until May 24 for the construction at Yorkton, Sask., of sewers as follows:—2,000 feet of 12-inch, and 15,000 feet of 8-inch, with all necessary appurtenances.

The successful tenderers in connection with Saskatoon's water mains and sewer pipe and their tenders are: Section 1, Harry Welch, Saskatoon, $13,725; Section 2, Reginald Boulton, Prince Albert, $17,900; Section 3, William Cook, Saskatoon, $9,756.25.

At a recent meeting of the Stellarton, N.S., town council the chairman of the water commissioners reported on the proposed extension of the water service to Lourdes and the Allen Shafts colliery. It will require 11,121 feet of pipe, and the total estimated cost of the work is $11,826.05.

Yorkton is making preparations to supply the Canadian Pacific Railway with twenty thousand gallons of water a day. On account of the good work done by the waterworks system at a recent fire, inquiries have been received from other towns wishing to make an installation, the latest being from Neepawa, Man.

The following tenders for material required in the installation of the high pressure system at Victoria were accepted: Fine wire, Hawkins & Hayward, 18½ cents per lb.; stempipe line, Marine Iron Works Co., $350; water suction connections and valves, Marine Iron Works Co., $450; condensing equipment, tender not awarded though the apparatus offered by the Hutchinson Bros. Company, the lowest tenderers, at $1,750, is recommended.

The Berlin Light Commission opened tenders for wrought and cast iron pipe for new gas mains and extensions. Seven tenders were received for 4-inch pipe and that of P. Hymmen & Co., Berlin, was the lowest, $27.24 2-5 per 100 feet. The tenders ran up to $28.25 per 100 feet. There were three tenders for the six-inch cast iron pipe, and the lowest was $48 per 100 feet. The highest tender was $50.25. The successful tenderer was the Gartshore Thompson Company, Hamilton.

Railway Development.

The Halifax and Guysboro Ry. is likely to be built this year.

The New Brunswick Coal and Ry. Co. have completed the ballasting of 20 miles between Norton and Chipman, N.B.

The Atlantic, Quebec and Western Ry. will be completed from Port Daniel to Pabos, Que., by June 30, and the whole line to Gaspe by Aug., 1910.

A grading outfit with two hundred teams has arrived at Airdrie, Sask, and taken up quarters. It is stated they will shortly commence work on a section on the new Canadian Pacific line between Stettler and Cheadle.

The Ontario Legislature has granted 1,000 acres of land a mile in aid of the construction of a railway through Kenora, northerly to the National Transcontinental Ry., by the Lac Seul, Rat Portage and Keewatin Ry.

Janse & McDonnell, Lethbridge, have secured the contract for the construction of the C.N.R. cut-off at Stanley Junction, west of Port Arthur. The work is 10 miles in length and involves the moving of about 300,000 cubic yards of earth and rock.

A by-law has been introduced in the council of the municipality of Burnaby to grant a forty-year, franchise to the British Columbia Electric Railway Co. It is proposed to construct an electric line from the east boundary of Hastings townsite through the municipality.

It is reported that the controlling interest of the Quebec Railway, Light & Power Company has passed into the hands of a syndicate, which is desirous of extending the railway to Murray Bay, a distance of 56 miles. The railway will start from St. Joachim and will cost about $2,000,000.

The Ontario Legislature has voted a cash subsidy of $3,000 a mile in aid of construction of the northerly extension for 15 miles of the Central Ontario Ry. line now terminating at a junction with the Canada Atlantic Ry. between Whitney and Madawaska stations. Construction has to be started within three months and completed within two years.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



Hammer the Hammer

Accidental Discharge Impossible

Hammer the Hammer

TRADE MARK IVER JOHNSON

Every house should have burglar insurance in the form of a revolver. Protect your home with a revolver that is not only straight-shooting and hard-hitting, but is safe in itself.

Nothing will fire *this* revolver but pulling the trigger. Let it fall, kick it across the room—"hammer the hammer"—*nothing doing* until you pull the trigger.

NO OTHER REVOLVER AS GOOD—NO OTHER SELLS SO WELL.

Think what a great opportunity the dealer has here! Our advertising in all the big Magazines and Sporting Periodicals has made the Iver Johnson the standard the country over. The absolute tests we invite have convinced people of the superiority of these revolvers. This explains the big sale.

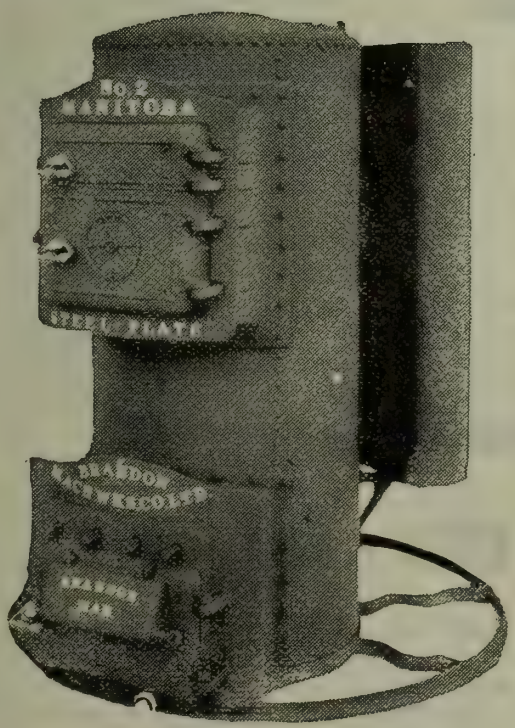
The Iver Johnson goods are never given away as premiums. We never sell by mail where we are represented by a dealer. Send for Dealer's Catalogue, or order of your Jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch—PHIL. B. BEKEART CO., SAN FRANCISCO, CAL.

Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON SAFETY AUTOMATIC REVOLVER



We Want Agents

to sell the

Manitoba Steel Plate Furnace

We want a good hardware man in every town to handle our furnace. It will burn Souris and other soft coals mined in the West, and it will burn them economically. It is the furnace Western people have been looking for. If you are from Missouri, so much the better. Ask us and we will show you.

The consumer saves 25 to 40 per cent. on fuel when he uses the Manitoba.

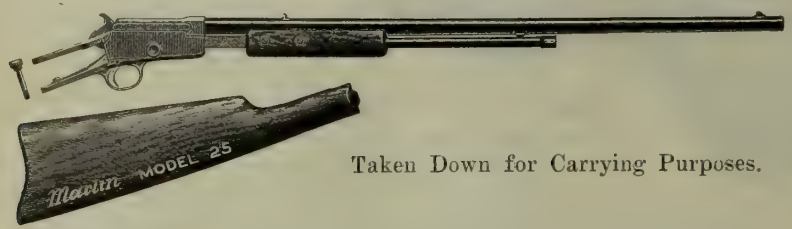
The Brandon Machine Works Co., Limited

Brandon, Manitoba

Novelties and New Goods

NEW MARLIN RIFLES.

The Marlin Firearms Co., New Haven, Conn., report a very heavy advance sale for their new Model 25, .22 calibre repeater, cuts of which are shown herewith. This new gun is unique in being the first repeating rifle built to handle the .22 C.B. caps, which are very accurate and satisfactory in gallery work and small game shooting, and the cheapest form of reliable ammunition ever made.



Taken Down for Carrying Purposes.

C.B. caps should not be confused with B.C. caps. C.B. caps, or "Conical Bullet" caps of all makes have long conical bullet and are loaded with blank, semi-smokeless and smokeless powders. B.B. caps, or "Bullet Breech" caps, are less powerful; they use a round ball and are usually loaded with fulminate instead of powder; they are not recommended for use in this rifle.

The Model 25 Marlin handles 18 of the C.B. caps. at one loading, black, semi-smokeless or smokeless loads. It also handles without any change in adjustment the .22 short cartridges, black, semi-smokeless and smokeless of all makes, giving 15 shots at one loading.



Loading Tube, Showing Position of Cartridges in Tube.

In construction it is similar to the well-known Model 20 Marlin repeater, being made of the same high quality of material throughout. It is furnished with 23-inch round barrel only and has the deep, clean-cut Ballard rifling, which insures greatest possible accuracy and adds greatly to the life of the barrel. A removable side-plate allows instant removal of all operating parts for cleaning, without using tools, and further allows are wiping rod to be inserted at one end and drawn entirely through the barrel—cleaning the barrel quickly and thoroughly and adding to the life and efficiency of the gun.

The Model 25 Marlin repeater is a gun every man, woman and boy who shoots can buy and enjoy. It sells at a price all can afford, and because of its cheap ammunition quickly pays for itself in the reduced cost of cartridges. Order now for quick delivery.

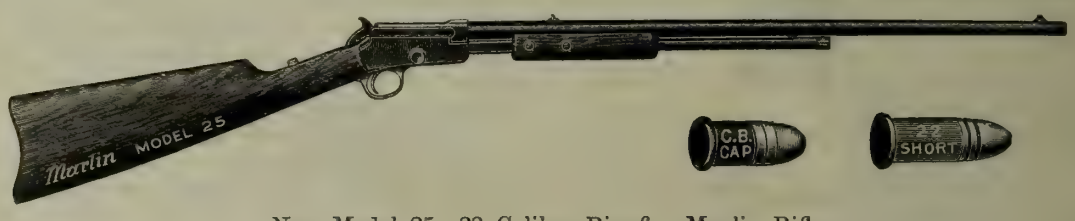
ELECTRICAL SPECIALTIES.

Two new sizes of "X-cell" dry batteries, Nos. 7 and 8, are being introduced through the hardware trade by Electrical Specialties, Limited, 12 Shuter Street, Toronto. These are larger type than previously available, being 3x7 inches, and 3½x8 inches, and made for heavy ignition work on engines. The hardware dealer on whom the engine owners in the country calls frequently will find it easy to sell dry cells of the larger type.

Electrical Specialties have been awarded the contract to supply dry cells to the Manitoba Government. They state that they have established a large trade with hardware merchants, electrical goods being found a profitable line. They are sending out a convenient court plaster case as an advertising novelty and will send a sample to any retailer on receipt of a post card.

IMPORTED MILITARY RIFLES.

Last fall several importations of foreign military rifles were made at low figures by Canadian firms and towards the end of the year the Government raised the duty, bringing their value in passing customs up to $4 for single-shot and $8 for repeating rifles. The importation of these goods is now entirely prohibited, however, and it is considered by men who know the value of the goods that the "Swiss" and repeating rifles should now bring from $7 to $10 retail, and the "Mauser" repeating rifles from $10 to $15, according to the district in which they are sold and the expense in stocking them.



New Model 25, .22 Calibre Rim-fire Marlin Rifle.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Complete Hardware .Catalogue—The most complete catalogue yet issued by H. S. Howland, Sons & Co., Toronto, is that numbered 23, which is now being loaned to customers. It is a stupendous work, being a volume of nearly 1,200 pages, descriptive of almost every article handled by hardwaremen. The index alone covers 24 pages. The book took months of time in preparation for the press. and is full of suggestions of good selling lines, which should make the catalogue of assistance to harwwaremen. The volume abounds in illustrations which give a good idea of the articles described. Progressive merchants are using the mail more and more for ordering goods, orders being given more frequently for small lots, rather than stocking heavily two or three times each year. Such catalogues as Howland's, therefore, if studied, are invaluable for reference. List prices are quoted on a present basis of a 50 per cent. discount.

The Pilgrim.—The Dominion Cartridge Co., Montreal, have published in brochure form "to sportsmen all" a bear story of the Canadian Rockies, entitled "The Pilgrim," by Edward Cave. It is one of those little stories that will make the person into whose hands the book falls read it through. It contains no advertising matter, and yet is a good advertisement, as it deals with the usefulness of guns and ammunition. At the back of the book some few pages are devoted to Dominion ammunition; its manufacture, its system, and its guarantee. The brochure is well worth having and reading.

CATALOGUES WANTED.

George W. Ecclestone, Bracebridge, whose store was burned a fortnight ago, writes Hardware and Metal that he has lost all of his catalogues and would appreciate the receipt of catalogues from manufacturers and jobbers as soon as possible.

Mr. Ecclestone is rebuilding, adding another storey to his store, this giving him three floors and a basement, 28x90 feet. He is also instaling an electric elevator and an iron stairway.

The Retail Paint Trade

STOP PRICE-CUTTING.

Although the evils of price-cutting are continually being harped upon, merchants are still prone to adopt this suicidal practice. On many staple lines of hardware cutting has been so long indulged in and has become so prevalent, that it is too late now to effect reform. Oils and colors are similarly situated, but there is yet plenty of time to save ready-mixed paints. Despite the fact that liquid paints are a comparatively new commodity, and that the field of consumption before the merchant is a very large one, yet price-cutting has already commenced to creep in. When it is considered how the demand is being nursed and encouraged by the manufacturer, how the merchant is given opportunities to display and to push his lines, it would be hardly thought possible that business-like men would discount these efforts on their behalf, by throwing away part of their profits, and spoiling their chances in the future. For it must not be forgotten, that if a merchant once cuts on a regular line, he must always cut. Customers who have bought at one price are never content to pay more, and a favor to one must eventually be extended to others.

Talking to a manfacturer the other day comment was made upon the great opportunities that the dealer had in his paint department, and how profitable a progressive man could make his paints. "Yes, that is true," said the manufacturer, "but, unfortunately, despite the field before him, and the invaluable help we give the dealer, he is spoiling his prospects by cutting. In spite of our efforts, price-cutting has crept in, both by the jobber and the retail merchant. There is really no need for it, but if it is not stopped, it will ruin one of the most profitable lines that a dealer can carry."

It is well that the merchant should ponder over this. Why, should it be necessary to cut? Because one man has a mania for leaders or general cutting all the way round, that is no reason why others should follow suit. Cutting is foolish enough in any line, even where the demand is a confined one, and the competition severe. But in paints, the demand is only just beginning to show itself. There is room for everyone, and with most dealers carrying their own particular lines, the competition need not be severe—at any rate, it need not be a competition of price, but of quality. Let the merchant talk quality, not price, in pushing his paint lines. The cut of a few cents on a tin of paint will not make a householder want to embellish his rooms, a property owner to save his property from destruction, while at the same time making it look 50 per cent. better. A desire for paint will not be tempted by a cut price. It is the dealer's consistent propaganda of the value of paint that will attract the consumer, and when he is willing to

Don't Get "Notions" About

Floorglaze

Please don't get the notion that FLOORGLAZE is good only for floors. FLOORGLAZE is a solid-color floor-enamel with all the elasticity of good paint, and more; and that has a dozen uses about the house, indoors and out. It's so advertised for you that it can't help selling once; and its own quality sells it again to the same people—and their neighbors. FLOORGLAZE is the kind of goods that strike you as about right for your store.

Send for a Sample Can and Color Card now

Imperial Varnish & Color Co., Limited
TORONTO

Ready stocks of all our staple leaders (do you know them all? You should), at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street.

M. R. M. CO.

AIR RIFLE SHOT

To overcome the difficulty experienced by many in the past as to the correct size of Shot for Air Rifles, we beg to announce that we make a size of Shot to fit standard Air Rifles.

In specifying for this size it will be necessary simply to say "Air Rifle Shot," as this is what it will be known as in future.

The Montreal Rolling Mills Co.

buy, why cut the price to him. People are conservative in the paints they use. Let a consumer be satisfied with the paint that he has tried, and he will use it again.

No! It is not necessary for the dealer to cut his paint lines, nor to encourage a demand by having leaders. Let the merchant, as we have said, talk quality, not price. Let him show that by the preserving, sanitary, and brightening-up qualities of paint the user is getting more than his money's worth, and the later will not then need the encouragement of price-cutting. Support the manufacturers in the strong stand they take for the maintenance of the price, and thus take full advantage of the great consuming field that lies before every dealer carrying paints.

Paint and Oil Markets

MONTREAL.

May 21.—Trade is moving along at a quick rate, and in some cases manufacturers report that they have great difficulty in getting the transportation companies to furnish teams quickly enough to keep their shipping departments clear. Orders from all parts of the country, notwithstanding the excessive wet weather, have swung in most freely, and this has not only given a good tone to the markets, but has maintained prices on a firm basis. Quotations are unchanged this week, but there is a slight sagging noticed in red lead owing to abundant supplies.

TURPENTINE—Yielding to the better business conditions which are gradually making themselves felt, turpentine has had a strong call. For the present, the market is in good shape, and prices are unchanged. We quote 55c for single barrels, net 30 days.

LINSEED OIL—Orders are improving and with the supply keeping well up to the demand the market is very steady. There is no change in quotations. Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; strictly net, 30 days.

GROUND WHITE LEAD—Orders for ground white lead are somewhat on the light side for this time of the season. This may be owing to the fact that painting work has been in many cases delayed by the wet weather. There is no change in the markets, and we quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—The orders are good, but owing to the abundant supplies, a slight tendency to ease off quotations for fair size orders is noticed. For ordinary lots quotations are unchanged. Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

PARIS GREEN—The warmer weather now being experienced has had the tendency to encourage the hardware trade to look up their stocks of paris green. Shipments have therefore been heavier than for some time. We continue to quote: 1-lb. cartons, 18c; 1-lb. tins, 19c; 50-lb. drums, 17c.

WHITE ZINC—The market is dull without change. We continue to quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V. M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

VARNISH—On account of the improving business conditions across the border holders of gums are very much firmer in their views, and consequently a much better feeling exists in varnish and shellac than for some time past. There is a good call for furniture and implement varnish.

PUTTY—Owing to the good demand the large stocks of putty have disappeared, and the market is firm and in good shape. We continue to quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

May 21.—The passing week is easily one of the best selling weeks of the present season, and ranks high for trade among the weeks since the opening of the year. All over the country travelers report good business in the paint trade. Not that the weather has been any too favorable, but the painting time is so far advanced that any and every fair day is taken advantage of. Jobbers say paint sales are in advance of last year up to the present, but much more business would certainly be done had the spring been more favored with good, dry weather.

Ready-mixed lines are particularly active and just now are going out more freely than at this season in any previous year. Paris green, too, has been frequently asked for. That line shows a stiffening in the market, though no actual price change has taken place. In fact, all the market quotations of a week ago hold good. Turpentine is still irregular.

TURPENTINE — The spasmodic jumps of "turps" in the south has made the loal market very irregular. While the quotation remains at 56c for single barrels, it is known that spirits turpentine can be had for 55c from at least two Toronto houses. The probable course of the market is uncertain. At present turpentine is cheaper than it has been for six years back, and is about half the price it was two years ago. There has been a falling off in the use of pure turpentine, due to the number of substitutes offering, so that judging from the present outlook if the local market follows the trend of the southern quotations (and it does more or less) there will be an advance, but a very slight one.

LINSEED OIL—No change has come over the market. Raw is at 59c and boiled at 62c per gallon, in barrel lots.

FOR THE SAKE OF YOUR TRADE IN 1914

don't sell poor paint.

It may look good in the can, and for a few months on the house, but it won't stand Time's test. Your customer is bound to find out how poor it is, and though he may not remember the brand of paint, he will remember he bought it from **you.**

With an eye to future business, sell

"English" Liquid Paint

the base of which is 70% Pure White Lead (Brandram's B.B. Genuine) and 30% Pure White Zinc. "English" Paint looks good after other paints have been replaced.

Then your customer will realize that it is the best paint he has ever used—and he'll remember that **you** sold it to him.

Just send us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

Record Sales Everywhere

WITH

MURESCO

is what retailers are all reporting. We are not surprised at this, and neither should you, for there is no other preparation for wall purposes that begins to give anything like the satisfaction that Muresco does.

BENJAMIN MOORE & COMPANY
LIMITED

Makers of Muresco and High-Grade Paints, Colors and Varnishes

WEST TORONTO, Canada
NEW YORK, CHICAGO, CLEVELAND

It is clean, artistic, sanitary, durable and economical. It contains thirty per cent. more water than any other preparation. One coat of this superior water-color wall finish is in most cases sufficient. These are only a few of the reasons for the constantly increasing sales of Muresco.

Send for our color cards and prices

TWENTY MILLIONS

OF PEOPLE

Are reading about the : : merits of : : **ELASTICA** Floor Finish

in Canada and the United States

Do You Wish to Join in the Benefits of This Publicity?

Write for Particulars

INTERNATIONAL VARNISH COMPANY, Limited

TORONTO

MAKERS OF FINE VARNISHES

BRANCH OF STANDARD VARNISH WORKS

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

Foreign oils are still running high, but Argentine and Indian seed appears to be fairly plentiful and a good crop is anticipated here in Canada and across the line. If stocks continue to hold out, famine prices will not be looked for, but, then, neither will there be any appreciable decline before the fall, when new oil is offered the trade.

PARIS GREEN—While 17¾c is yet asked for 25-lb. drums, and a great deal of Paris green has gone out at that price, there is a stiffening tendency to the market. However, hardwaremen and painters are pretty well stocked up, so that there is no great hardship anticipated should prices make a big jump.

WHITE LEAD—The scare of a week ago has not yet had any effect, nor is there any talk at present of an advance. Both red and white lead are about in the same position they were a fortnight ago, when a gradual stiffening tendency was abroad, due to the splendid demand. No. 1 is $5.40 and $5.65; pure white from $5.80 to $6, and a superior line is offered at $6.25. Genuine red lead is still quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs.

GLASS AND PUTTY—Import orders are yet being received, though some fair shipments have been made to the trade. The movement, however, is not expected to be free until September, as window glass is essentially a fall line. Putty is fairly free in demand.

STAINS AND VARNISHES — All summer lines have been especially active this week. Wall finishes, floor paints, oils and wax; whiting, and ready-mixed paints of all kinds. Prices unchanged.

PETROLEUM—The seasonable lines are coming more freely to the front and demand for lubricating oil's and gasolene is increasing almost daily. Illuminating oils are still steady. Prices are unchanged from last week.

VALUE OF ADVERTISING.

Writing in the American Paint and Oil Dealer in the value of retail advertising in general, Frank Farrington says the following in regard to the paint dealer: "Not more paint and oil dealers fail to succeed than other merchants, but enough in any line lack just that little of making good, which is the difference between profit and loss. My own business experience has acquainted me more or less with the paint and oil lines, and I know that the retailer selling those goods has some difficulties in the way of advertising that are not met with in the pushing of goods that appeal to people in a different way. A man is perhaps less ready to turn in his spare moments to read about articles that are associated in his mind only with his working hours or with the drudgeries of life.

"However, the paint and oil trade has the distinct advantage of being engaged in the sale of goods that are necessities to thrifty, self-respecting people—that they have to have. The past months of reduced trade have shown the man with necessities to sell the decided preference of the public at such times for the things that they need. They have got along without the luxuries, and while they have cut into the necessities, they have not eliminated them entirely, as they have many lines of goods.

"It helps very materially to know at the outset that you are going to advertise goods that the property-owning, home-loving people admit that they need. In the matter of paint alone, most of our customers admit that they need the paint. It is only a question with them of what kind of paint, and of buying it now.

"Of course, the demand for paint even can be very greatly stimulated, and the right kind of advertising can be made to induce people to use paint who previously had not thought that they needed it.

"It is certain that advertising will pay in the paint and oil trade better than in many other trades. Competitive advertising is not as good nor as prolific. The field is not so well worked."

TURPENTINE ADVANCED.

Just as we go to press it is announced that turpentine has advanced in Toronto to 58 cents for single barrels, 57 cents for two barrels and 63 cents for five gallon lots.

PAINT NOTES.

Alex Craig, painter, Montreal, is dead.

A. Barbeau, painter, Quebec, has been registered.

The Beaver Oil Co., Outremont, Que., has obtained a charter.

Gould & Malcolm have the painting contract in Robt. Maybee's new residence at Toronto.

T. M. Blackwood, Montreal, has the contract for painting two houses for J. T. Fisher, Westmount.

J. Casey, Toronto, will do the painting in W. T. Harris' $10,000 residence now building at Toronto.

The painting and glazing in W. McLaughlin's new residence at Toronto will be done by F. C. Davies.

The Intercolonial Railway's paint shop at Moncton has been removed to the new, large plant now building there.

Chris. Sonne, Montreal, has the contract for painting and glazing four houses at Westmount for W. L. Chipchase.

The American output of turpentine last year was valued at $14,000,000, and the rosin was worth $18,000,000. This was materially increased by adulteration.

If you haven't begun to freshen up your paint departmen, do so at once. The demand will set in very soon if it has not already reached you.

The extensive nature of one day's mailing output of advertising matter from the CANADA PAINT COMPANY, MONTREAL, may be judged from the fact that it took three heavily loaded vehicles recently to convey the load to the post office. Nine such team loads in all were mailed during one week, representing about 200,000 illustrated booklets.

To save time at the post office the bags were sorted and stamped in the mailing office of the CANADA PAINT COMPANY, and sent direct to the various districts throughout Canada to which they were addressed, thus avoiding a second handling at the Montreal post office. The whole of the heavy work involved was not done through any advertising agency, but was prepared, printed, arranged and shipped entirely by the Company's own staff. Requests for the various booklets of the Company have been received from all parts of the Dominion, and from Great Britain and the United States.

The Canada Paint

Company, Limited

Varnish and Paint Makers

Montreal Toronto Winnipeg

Ramsay's Paint Agents



Everywhere you see the painters are busy and householders are anxiously looking for paint. Get out your cards. Trim up your window! Make a display and let people know that you have that first quality of paint which is advertised in newspapers, on the bill-boards, and in the mails.

RAMSAY'S AGENTS

Let us help you! Do you want cards? Get the names of those who ought to paint, and those who are going to paint. Send the names to us; we secure many orders for our customers this way.

RAMSAY'S AGENTS

Look for your business now.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 **The Paint Makers**

A PAINT THAT PLEASES

That is the most profitable, in fact the only kind that it pays to sell. You have it in the

NEW ERA PAINT

People buy it again and again, and this all means Money to you. For wear, finish, appearance, brilliancy, service and covering surface there is no other prepared paint that quite equals NEW ERA.

HERE IS ITS COMPOSITION

Pure White Lead; Oxide of Zinc; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers.

SEND FOR OUR BOOKLET

Standard Paint and Varnish Works Co.

Windsor, Ontario Limited

THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

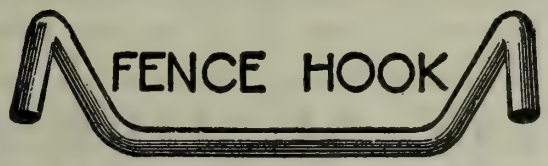
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"



Get our Prices on

SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.

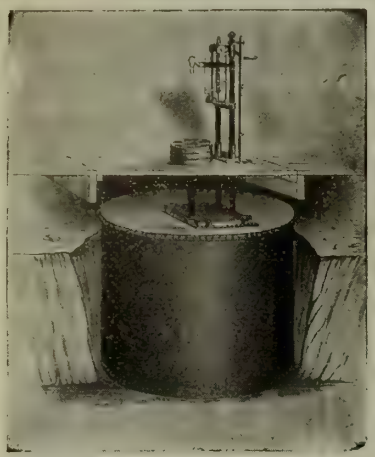
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.

HAMILTON, - ONTARIO

We make Jail Cells and Gratings of every description.

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Cut 6—Under the Floor Outfit.

Is not an investment like this at least worth a thorough Investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co., Limited

66-68 Fraser Ave - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

Atkins Silver Steel



Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.

SELL *the* KIND *that* SELLS





It's mighty poor business to load up your shelves with a great collection of every kind of paint, just so you can say, "I have any kind, color, and mixture of paint you might ask for." That's not only poor business policy but that makes business poor—and makes *you* poor too.

No—the best way is to select only a few staple kinds of one standard make and sell them.

Every Dealer in Canada Knows

MARTIN-SENOUR PAINTS









So Lets Think This Thing Out Right Now

How many of the eight shown on this page do you think are likely to be wanted by your customers during the next few months? How many—Six? All right—send us an order for the six kinds you want and we will ship them at once together with a good lot of advertising cards, etc. to help remind customers they need to do some painting.

Every one of the eight displayed here are quick sellers—every one. They are now in demand.

Sell the Kind that Sells

Our Canadian Dealer's Catalog is free to you upon request. Write today.





THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

MONTREAL - **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd. Winnipeg.

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.

Island City Floor Enamel

A floor finish of **high standard quality.** Dries **hard as stone** with a **brilliant** gloss. Made in **seven attractive** colors.

Write for Prices and Color Cards

P. D. DODS & CO.
Limited

AGENCIES :

J. H. Morin & Co., - Toronto, Ont.
The Western Paint Co., - Winnipeg, Man.
The Capital Paint & Oil Co., Ottawa, Ont.

Head Offices and Works
Montreal, Que.

There Could be no Greater Tribute

to the quality of the Bear Lamp Blacks than that paid annually by the Largest Paint Grinders in the Country by placing their contracts with us.



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL.

This brand of Linseed Oil is unique. It is made from the best Canadian Flax. It is manufactured by the cleanest, simplest pressing methods. We guarantee it ABSOLUTELY PURE. That's what you want in good paint. To-day is the day to write us.

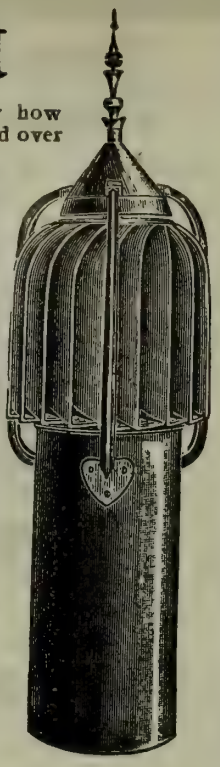
Canada Linseed Oil Mills, Limited
MONTREAL

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. Harris Mfg. Co., LIMITED

General Contractors and Manufacturers

MONTREAL

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. **St. John, N.B.**

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7383

Do You Want Anything?

Try a Condensed Ad. in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

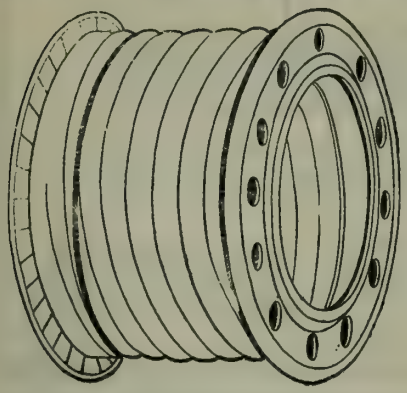


We want to hammer home one truth, Mr. Hardwareman, and it is this, always remember that the secret of good iron is in the heating. Our experts know that secret and in London bolts and bars you will find iron that is chemically correct and entirely free from flaws.

We make Iron that sells well

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

O.K. THIMBLES



Every new house in your town means a prospect for several O. K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For Sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

SHRP-SHAVR SAFETY RAZOR



25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

Shrp-Shavr Razor Co

Smith Hardware Co., Limited
2 & 4 Lemoine Street
Montreal, Canada

We sell it at 25c. to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVERPLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized Flat Sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CA MENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have you ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ⅛ to 1 inch, round	0 22
Tubing, seamless base, per lb	0 22
Tubing, iron pipe size, 1 inch base	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 00
Cut lengths, round, bars, ½ to 2 in		21 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets). 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
" "	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron	16 50	19 50
Summerlee, No. 2 "	18 25	20 00
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (3 00)		25 00
Angles, base	2 60	2 60
Common bar, per 100 lb	1 85	1 95
Forged iron "	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$32 50 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
I XX, 14 x 20 "	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—X X, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 65	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock	net 1 75
No. 4 " " "	" 1 65
No 7 Fuller " "	" 2 00
No. 4½ "	" 2 00

Patent Compression Cushion, basin cock, hot and cold, each $1.25
Patent Compression Cushion, bath cock, No. 2208, each 2 20
Square head brass cocks, 55; iron, 50 p.c.
Thompson Smoke-test Machine $35.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

Bathtubs, 5 feet, 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 25.
Closet combinations, $15.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—50 per cent.
Steam Radiators—60 and 2½ per cent.
Wall Radiators—50, 10 and 10 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	¼ inch 2 86
⅜ "	2 25	⅜ " 3 08
½ "	2 63	½ " 3 48
¾ "	3 16	¾ " 4 31
1 "	4 54	1 " 6 19
1¼ "	6 19	1¼ " 8 44
1½ "	7 43	1½ " 10 13
2 "	9 90	2 " 13 50
2½ "	15 81	2½ " 21 56
3 "	20 76	3 " 28 31
3½ "	26 13	3½ " 35 63
4 "	29 70	4 " 40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

The best $2.00 RAZOR on the market is the



Retails at $2.00

"PYRAMID" RAZOR

Made of High Grade Magnetic Steel, keen as keen can be, thoroughly tempered, ground concave. Manufactured by Nixon & Winterbottom, Ltd., at Sheffield, England, and sold by all the leading Canadian Jobbers.

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 65
" 100-lb. drums	1 90
Bladders in bbls	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 56
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Monarch (Windsor)		6 90
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	5 65
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs. "	5 00	5 00
No. 1, casks, per 100 lbs	4 00	4 00
No. 1, kegs, per 100 lbs	4 50	4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 85	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure aspnaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $3 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 15 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood	3 40	
"Iron Clad" cotton	2 10	
Iron Clad" paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. " 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Painship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit, "	9 60	11 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 40	6 75
Claw "	1 70	5 00
Barrell "	4 80	6 35

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored. per gross	0 65	0 80
" lead pencils, per gro	3 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-12 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

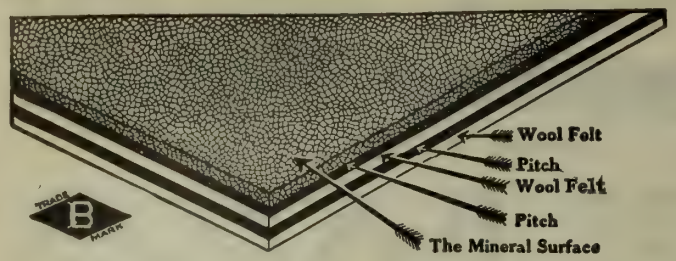
Tack, iron, 7 oz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch. per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.



Amatite ROOFING

Most roofings are made of only *one layer*, but Amatite is made in *five layers*. The bottom layer is wool felt, the next is real Coal Tar Pitch, the third is wool felt, the fourth is pitch again, into which is embedded the fifth layer, namely, the *mineral surface*.

If the weather should, in the course of years, wear away the mineral surface and dispose of the layer of Pitch (which is the most waterproof substance on earth,) it would still have to penetrate a layer of felt and another layer of composition *and* another layer of felt before the roof would leak.

It is easy to see why Amatite lasts so long when you realize how it is made.

That mineral surface *requires no painting* or coating whatever, and will take the brunt of the weather without renewal or attention or care.

Send for a sample of Amatite. It's free.

THE PATERSON MANUFACTURING CO., LTD. Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Canadian discount, 40 p c.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1340, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ¾ " "	10 00
" " 1 " "	12 00
Leather, 1-inch ....per doz.	4 00
Leather, 1½ " "	5 20
Web	2 45

HOSE COUPLERS.

Time Savers, per doz ¾ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 75
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's	0 13½
Berg's, per lb	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ¾ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ¾ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ¾ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ¾ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood per doz.	5 00
" iron "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½%; "Singalese" and "Alaska" Nevada silver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.



The Clauss Automatic Safety Razor

This razor is simplicity itself. It is antiseptic. No loose parts to get lost. Made of best material and silver plated throughout. Each blade sold under a positive guarantee. Twenty-four cutting edges with each razor. Clauss Automatic Safety Razor retails for **$4.00**

Merchants, Write for Trade Discount

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper. No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast...per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanised oil can, with pump, 5 gallon, per dozen	10 92

Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent,
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch "	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $3.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.15 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.

Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops	1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

Round, re-acting per doz	59 00
Square "	2 0
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz	31 80
Royal American, 11 in	33 75 35 00
Eze, 10 in., per doz	36 75
Challenge, 3 year, 11 in	36 50
Ottawa, 3 year, 11 in	41 50
Favorite, 5 year, 11 in	42 50

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb	27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 19
Scythe	per gross	3 50 5 00
Grind, 40 to 200 lb., per ton		20 00 22 00
" under 40 lb., "		24 00
200 lb. and over		60 80

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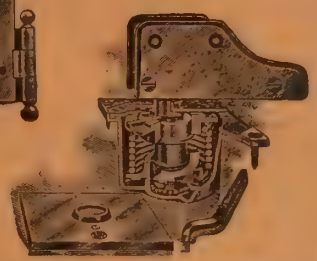
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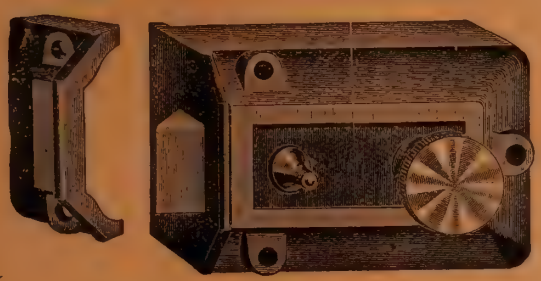
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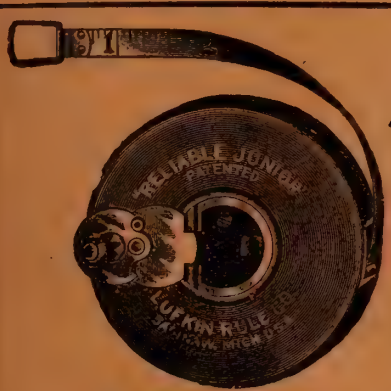
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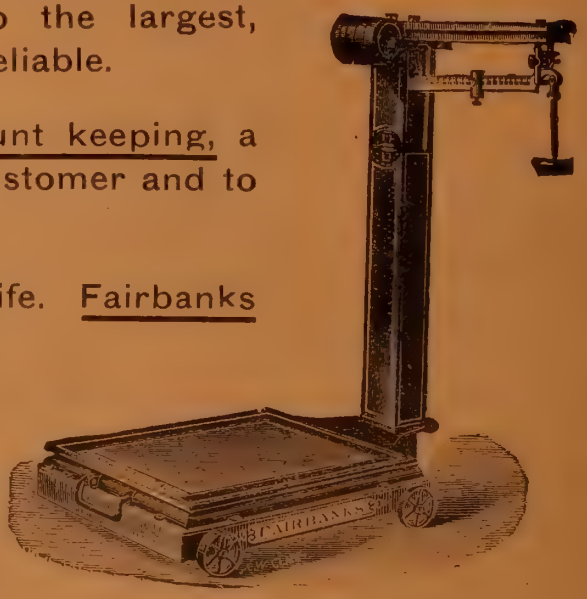
FAIRBANKS STANDARD



SCALES

ALL KINDS ——— ALL SIZES

¶ Every scale a perfect weighing device. From the smallest to the largest, accurate, strong and reliable.



¶ Accuracy means account keeping, a square deal to your customer and to yourself.

¶ Strength means long life. Fairbanks Scales have lasted for years and still are in daily use.

¶ Reliability means satisfied customers and a general feeling of trust.

¶ You cannot afford to be without Fairbanks Standard Scales for your spring trade. Remember there is 75 years' experience and a world-wide reputation behind them. This reputation is yours if you sell a Fairbanks Scale.

Factory—Sherbrooke, Que.

The Canadian Fairbanks Co., Limited

Montreal

St. John, N.B. Toronto Winnipeg Calgary Vancouver



The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is Warranted

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.

Fultonville

New York



This Trade Mark guarantees Satisfaction.

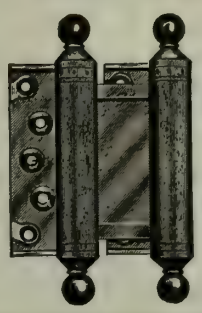


CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

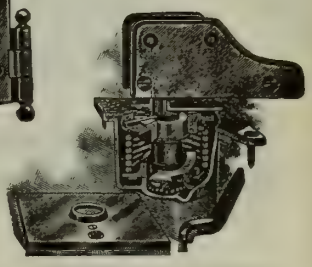
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

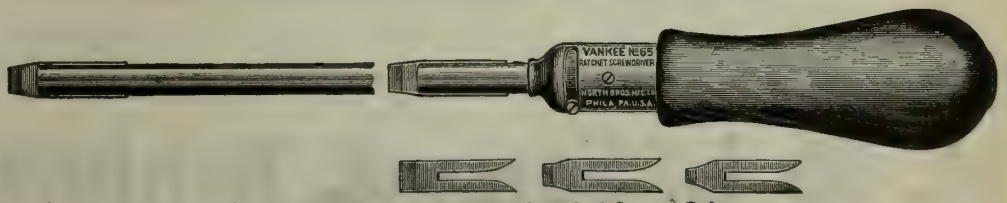
are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.





Get After the Merchant in Your Town

Do you know that our Metallic Ceilings and Walls are the most sanitary and artistic interior coverings a merchant can have in his store? They prevent the dust and dirt falling—a continual nuisance with plaster and wooden ceilings and add so much to the appearance of the store—so many varied, artistic designs suitable for any class of business to select from.

Further, our Metallic Ceilings and Walls are fire and moisture proof and will greatly reduce insurance rates. They are very economical—in fact will last a lifetime. We use only the highest grade steel plate—every design being carefully and deeply stamped—absolutely no bulging—the best metallic ceiling on the market.

Get after this business—convince your fellow merchants of the many advantages of Metallic Ceilings and Walls, and then send measurements of their stores for estimates.

We are manufacturers of Eastlake Metallic Shingles, Metallic Siding, Lath, Cornices, Skylights, Ventilators, Finials, Pressed Zinc Ornaments, Eavetrough, Conductor Pipe, and Fireproof Windows and Doors.

WRITE FOR CATALOGUE

"Do you know this firm is the oldest and largest sheet metal building material house in Canada? I guess their policy, 'Protection to the Trade,' has helped them a lot."—*The Philosopher of Metal Town.*

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

1670

Polished Sheets

FROM STOCK OR FOR IMPORT

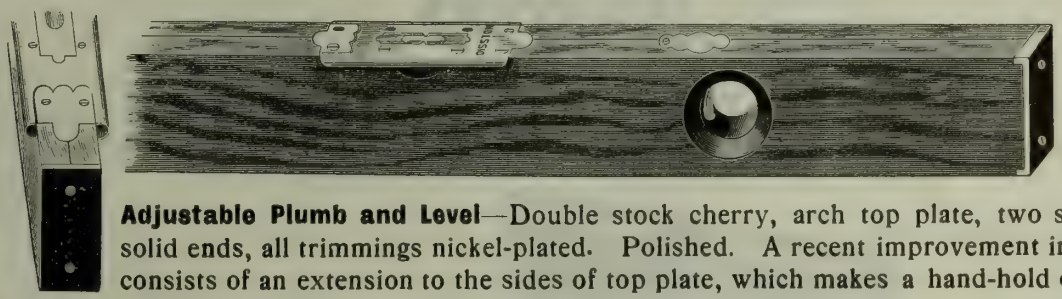
M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

DISSTON PLUMBS AND LEVELS

We illustrate here a few new lines just brought out. If you are interested, drop us a post card, and we will send you illustrations of 18 new designs. All of them show great improvements and have strong talking points.



No. 16½ Adjustable Plumb and Level—Double stock cherry, arch top plate, two side views, solid ends, all trimmings nickel-plated. Polished. A recent improvement in this level consists of an extension to the sides of top plate, which makes a hand-hold or grip for lifting the level. Assorted, 26 to 30 inches.

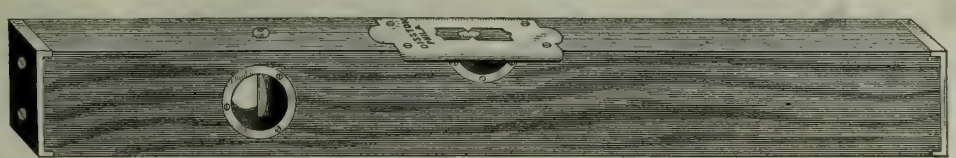
Half Dozen in a Box



Plumb and Level—Solid cherry stock, natural finish, brass top plate fastened with brass screws, two brass-lipped side views, two brass-lipped plumb views, both plumb and level glasses and set in glass tubing.

No. 30—Adjustable Plumb and Level—Assorted, 26 to 30 inches.
No. 31— " " " —Assorted, 18 to 24 inches.

One in a Card Board Box



No. 26—Plumb and Level—Double stock cherry, brass top plate with extension for hand-hold, brass lipped side view, solid brass ends. Polished. Assorted, 26 to 30 inches.

One in a Card Board Box



No. 89—Mason's Adjustable Plumb and Level—Arch top plate, two side views, level glass, plumb glass and iron plumb bob. Polished. 42 inches.

Packed Half Dozen in Box

LEWIS BROS., Limited

Importers and Distributors

OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

CUTLERY

JOSEPH RODGERS & SONS HARRISON BROS. & HOWSON

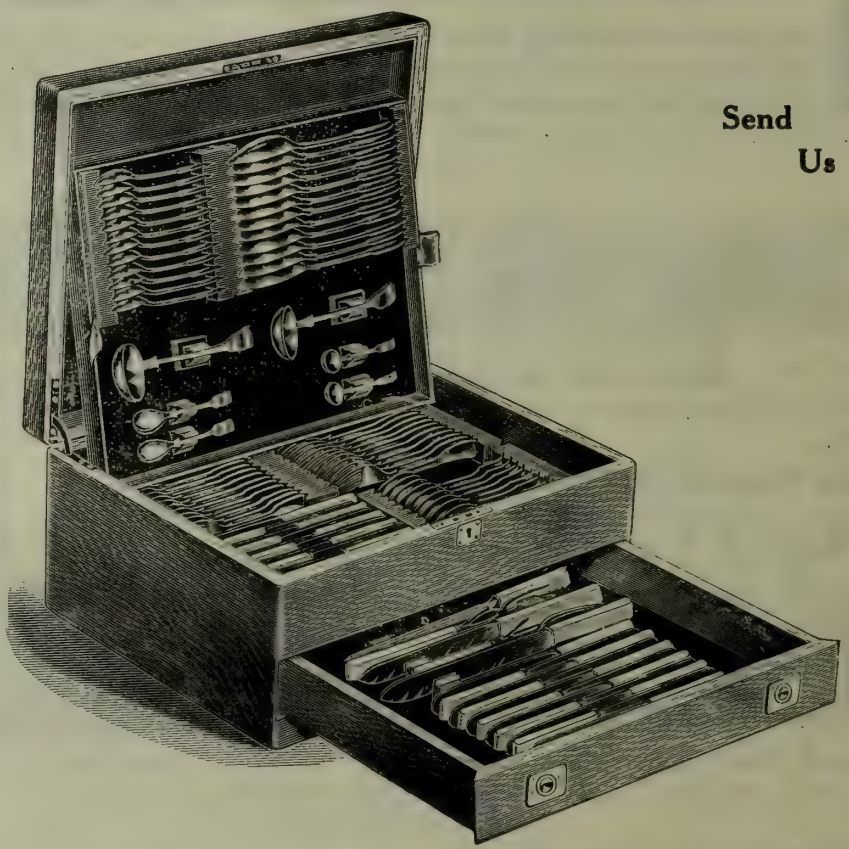
CUTLERS TO HIS MAJESTY

POCKET CUTLERY TABLE CUTLERY CARVERS

CUTLERY CABINETS

We Carry Only the Best.

Let Us Quote You Prices.



Send Us a Trial Order

Stock Always Complete.

See our General Catalogue for this line.

We are making a specialty of Cutlery Cabinets and are carrying in stock some of the finest cases in the trade.

All merchants should handle this line. **All orders receive prompt attention.**

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

DISSTON

SAWS, TOOLS AND FILES

MADE
SOLD
USED **On Merit**

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS



HENRY DISSTON & SONS

INCORPORATED

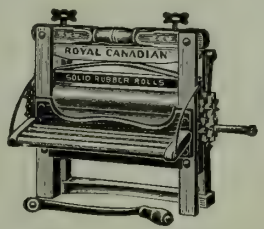
Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

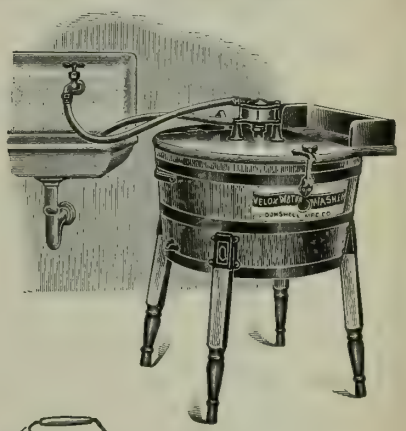
LET THIS



Up-to-the-Line



Minute Be



YOUR MASCOT

FOR THIS SEASON



THEY ARE

TRIED AND TRUE

AND NEVER FAIL
TO BRING

BIG RETURNS

Tell us what you are in the market for
WE HAVE 'EM

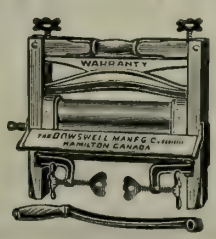




THE

Dowswell Mfg. Co.

Limited



Hamilton

Canada



Here is a Device

that will increase your sales of padlocks.

It is a highly-finished hardwood case, 12 x 24 in., and forms both a display board and stock case. The board exhibits 20 well-known "Miller" Padlocks in five rows, all the locks in each row selling at the same price. These prices range from 15 to 75 cents each. Behind the display board the space is large enough to contain the stock of locks.

Two assortments are put up in this way. Each assortment contains the same locks but in different quantities.

No. 1000 assortment contains 12 dozen "Miller" Padlocks.

No. 1001 assortment contains 6 dozen "Miller" Padlocks.

This case will sell padlocks for you. It contains a full line in a compact space, giving you all the variety you require. Try one of these cases. We can fill up the case again whenever any line is sold out.

This case is patented and is the only one of its kind on the market.



Caverhill, Learmont & Co.

Hardware, Iron and Steel

Head Office and Warehouse,
MONTREAL.

Warehouse at
WINNIPEG, MAN.

SHOWROOMS:
Toronto, 77 York St. Ottawa, 111 Sparks St. Quebec. Fraserville

Push the Samson Line



Tools that can be depended upon to give satisfaction; that will make of the "chance" purchaser a steady customer, and that show a good margin of profit. You can get the cream of the trade by getting such goods as you can thoroughly recommend and keeping them well in evidence. The "Samson" line of

Farm and Garden Tools

are selling everywhere so freely as to easily put them in the front rank for quality and satisfaction. We get the best we can out of the best materials and workmanship, and give to the store making a feature of "Samson" goods a reputation for reliability that means more business.

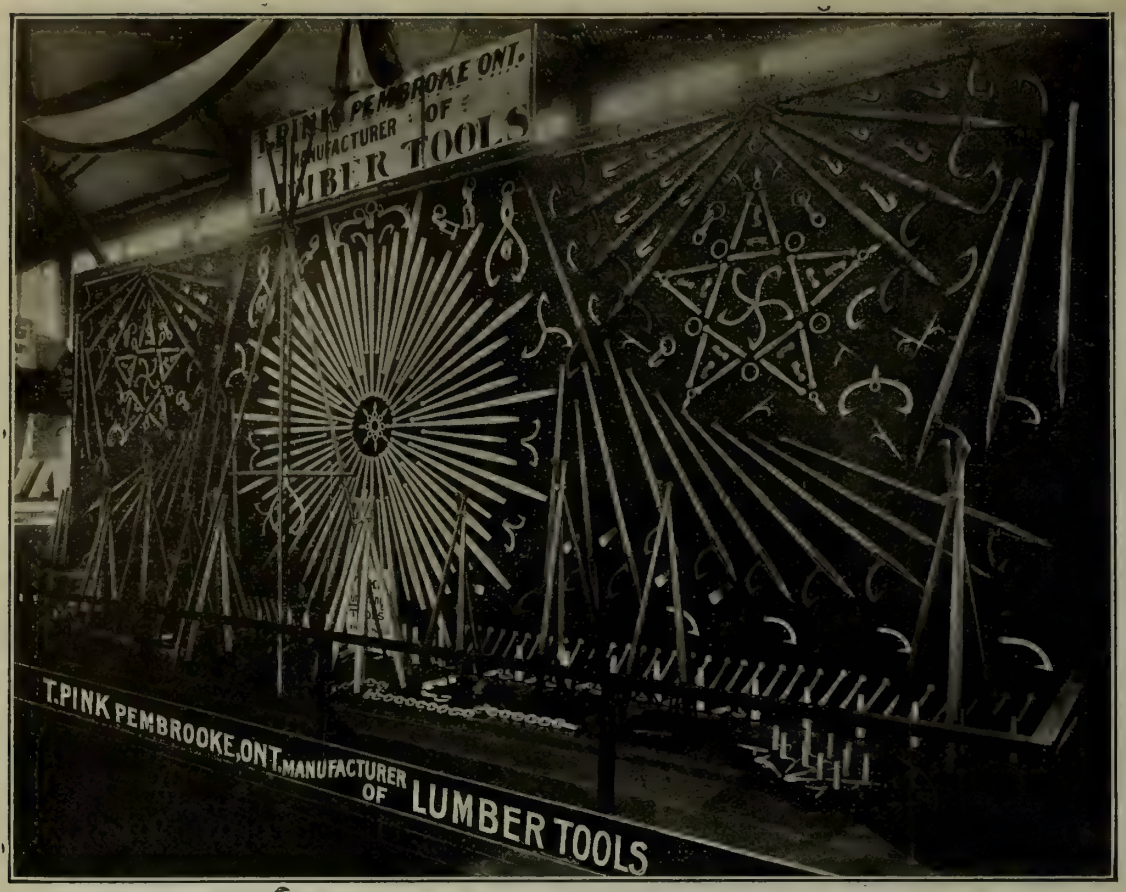
Push "Samson" Farming Tools with good display and good advertising. Their quality and value deserve all the prominence you can give them.

H. S. Howland, Sons & Co.,

Limited

Wholesale Hardware, Toronto

Graham Nails are the Best



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

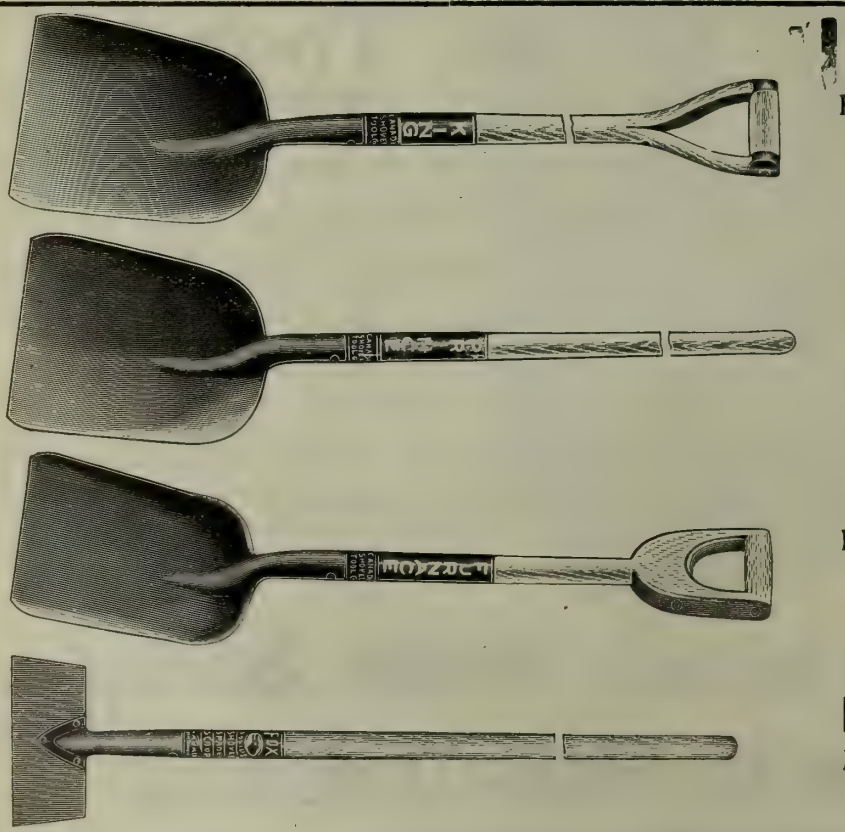
We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



KING Snow Shovel

High carbon steel blade. Patented split D handle, polished socket. A good tool for stable or general purpose work.

PRINCE Snow Shovel

Light 18 gauge shovel with long ash handle.

FURNACE Scoop

Fitted with regular D handle and the lift is just right for cleaning a furnace.

FOX Sidewalk Scraper

Made from high carbon steel. Blade is tempered in oil. Fitted with an ash handle.

FOR SALE BY ALL JOBBERS AT POPULAR PRICES

CANADIAN SHOVEL & TOOL CO., Limited - HAMILTON, CANADA

WYANDOTTE
Cleaner and Cleanser

INDISPENSABLE IN

Dairy, Kitchen, Lavatory and Laundry

Read the opinion of H. H. Dean, B.S.A., Professor of Dairy Husbandry, Ontario Agricultural College, Guelph, Ontario.

To Whom it May Concern:

"This is to certify that we have used Wyandotte Dairyman's Cleaner and Cleanser in our Dairy School and Dairy Department of the Ontario Agricultural College with very satisfactory results, and we can confidently recommend it to dairymen for cleaning and cleansing purposes."

Many others, equally prominent, have written unsolicited and enthusiastic testimony as to its value.

Words of unqualified approval from such authorities require no comment.

"*Nothing is clean that can be made cleaner.*"

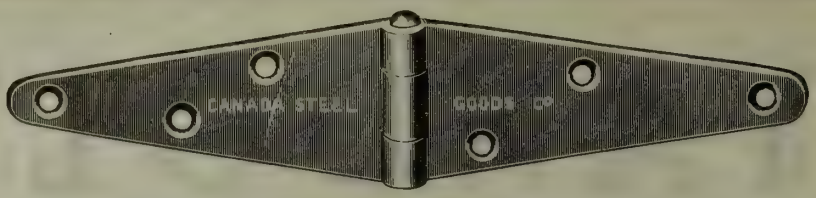
Write for particulars or ask our travellers about it.

The HOBBS HARDWARE CO., Limited

DISTRIBUTORS

LONDON **TORONTO**

Crescent Brand
Registered



DON'T BE "AN EASY MARK"

Any jobbing house can tell you that there are dealers here and there who will take anything at all; good, bad or worse, with no regard for brand or quality just so long as it is the "article" they ordered from the traveller.

Of course, we all know that if it wasn't for this class of merchant the manufacturer of inferior goods would go out of business—but, Mr. Merchant, don't you let anybody think for a minute that you're that kind of a business man.

You don't intend to be a "dumping ground" for these inferior goods.

When you want a Hinge, you want the very best kind of a Hinge—

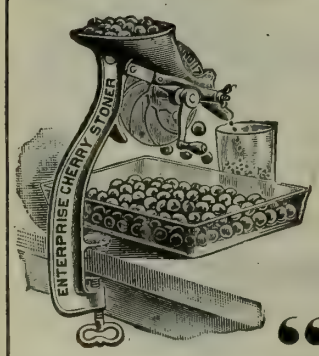
A CRESCENT BRAND HINGE

The up-to-date Hardware man knows what he has to pay for and doesn't take chances. There are several kinds of Hinges and Butts, and those of quality and merit bear the **"Crescent Brand."**

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO

Quick!



Can't wait when cherries are ripe—must have the right machine, *quick*

Too late, then, to stock up. Better drop a line to your jobber *to-day*

Wherever cherries grow women who know, and 'most all of them do, will want

an "ENTERPRISE" Cherry Stoner



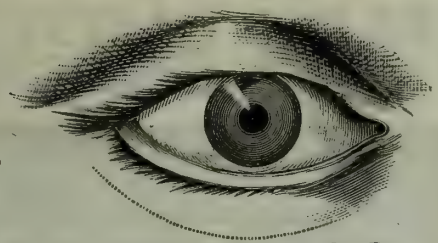
If you have mislaid that latest red-covered catalogue of ours, write for another copy. No hardware store is fully equipped for business without it.

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Fruit Wine and Jelly Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons, Etc.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

21 Murray Street, New York — 438 Market Street, San Francisco

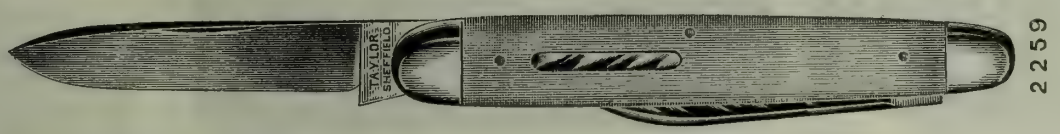
Taylor's Cutlery



WITNESS



KEEPS THE EDGE

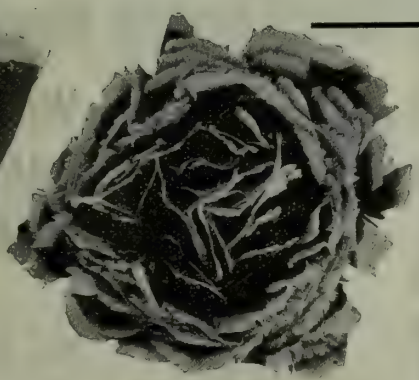


WRITE FOR CATALOGUE and PRICES

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.





The "BULL DOG BRAND" of Turkey Feather Dusters

are rapidly winning their way into the confidence of the people. They present an excellent opening for any hardwareman to handle. The best of all is these goods are now made in Canada and are equal to anything ever turned out in their line across the border.

WRITE US FOR DIFFERENT STYLES AND QUOTATIONS.

Buy from the makers

H. W. NELSON & CO., Limited

TORONTO, CANADA

HEADQUARTERS FOR CABINETS of All Sizes and at All Prices

Ideal Wedding Presents — **Stock on Hand for Immediate Delivery**



R620 - Union Cabinet—53 pieces, $20.00

All cabinets fitted with highest grade Sheffield Cutlery and Silverware.

John Round and Son, Limited, Coristine Building, Montreal

Established 1847 — Factories: Sheffield, England

The Bradley Stencil Machine

Covered by 8 Patents
Has stood the test of years

Over 10,000 in use in the United States

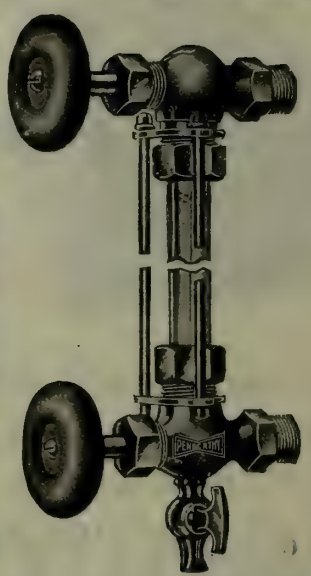
Over 250 in use in Canada



Send for particulars to

The Hamilton Stamp & Stencil Works, Ltd., Agents for the Dominion of Canada, Hamilton, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY



WATER GAGE MOUNTINGS

We Make a Full Line of all Standard Sizes and Styles

Our Water Gages are made from the best steam metal, are carefully finished and guaranteed to stand the test.

When ordering from your jobber, specify "THE PENBERTHY KIND."

Manufactured by

Penberthy Injector Company, Limited
Windsor, Ontario

PENBERTHY PENBERTHY PENBERTHY PENBERTHY

AutoStrop SAFETY RAZOR

The Queen of Razors

The AutoStrop Safety Razor was awarded the gold medal in the safety razor class, by a committee of impartial judges, at The Brussels International Exhibition



DIPLOMA

It counts amongst its patrons The Emperor of Germany and the King of Belgium. : : : : : :

The AutoStrop has so many advantages over all other safety razors, that you cannot fail to make a sale if you take the trouble to demonstrate it.

IT BRINGS YOU AS GOOD A PROFIT AS ANY HIGH QUALITY RAZOR ON THE MARKET.

Better than all, you will have satisfied your customer and made him your friend

Write us at once for Sample and Terms

The AutoStrop Safety Razor Co., Limited

14 St. Helen Street ——— Montreal



A Quick Seller—Connor's Winner Rotary

The driving shaft of the Winner Rotary runs entirely on steel roller bearings. They carry the weight and do most of the work.

The clothes are put into a new position by the dolly being raised and lowered with every revolution.

The large corrugations on Wash-Board surface are another "Winner" feature.

The cover opens the full width of the tub, giving the operator every advantage in handling the clothes.

Nicely finished in light oak graining, with vermilion striped hoops, and castings bronzed and green japanned.

More of this machine sold than all the other Rotary Washers we ever made, and we have been in the business for over a quarter of a century.

Have you seen our new catalogue? A post card will bring it.

J. H. Connor & Son, Ltd., Manufacturers, **Ottawa, Can.**

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

The Right Way to

Order an Awning:

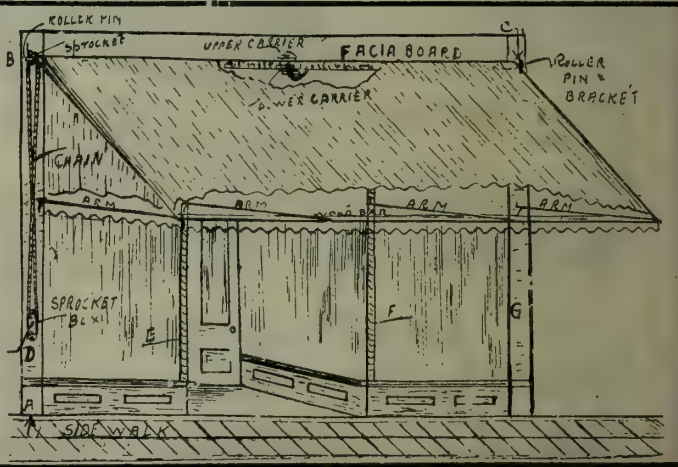
Measure your store-front as shown in the cut from "A" to "B" and from "B" to "C"; send us the result and we will quote you our closest price.

We can supply you with awnings that are convenient, handsome, durable and inexpensive, of any style.

Make your measurements as suggested and write us for quotations.

WM. BARTLETT & SON
20 Adelaide St. West, Toronto, Ontario

Good Proposition for Live Agents



THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONT.



A FENCE THAT STAYS UP

When you sell wire fencing you want to give your customer something that will stand all tests and cause him to be so well satisfied that he will come to you again when he does more fencing.

That's the kind and the only kind of wire fencing it pays to sell. You will find all the qualities of strength, safety and durability in the unbeatable

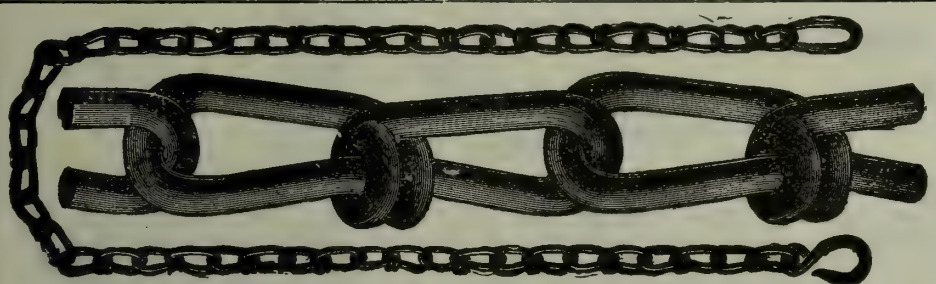
DILLON HINGE STAY FENCE

SEND FOR OUR CATALOGUE

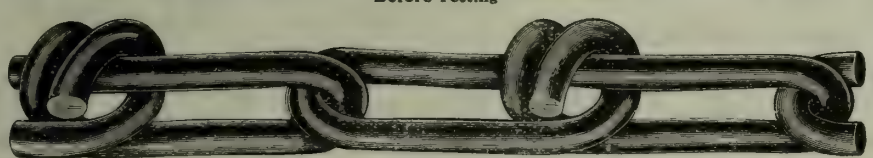
THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver



Before Testing



After a Test of 2315-lb. Strain

NEW PROCESS

Steel Wire Trace Chains

At this strain the links pulled into straight lines, but did not break.

All our chains are now made under the new process.

Every chain guaranteed.

The B. Greening Wire Co., Ltd.

Hamilton, Ont. Montreal, Que.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic—it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass.

Mensuration for Sheet Metal Workers

By WM. NEUBECKER

All Sheet Metal Workers are aware of the numerous problems arising in finding areas, dimensions and capacities of products turned out from the shop—hence the value of this book, giving the principles of the art of measurements as applied in working ordinary problems in shop practice. It gives the methods for finding the length, areas and volumes of geometrical forms, pipes, etc. Every Mechanic, Shop Foreman and Apprentice should have a copy.

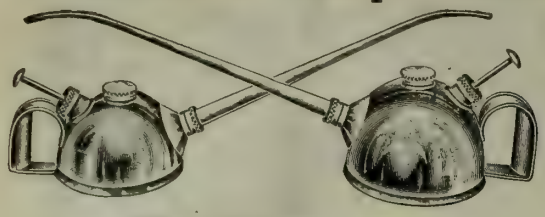
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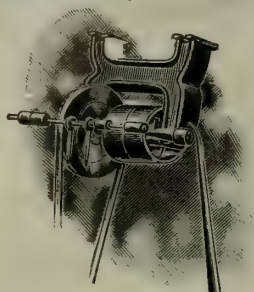
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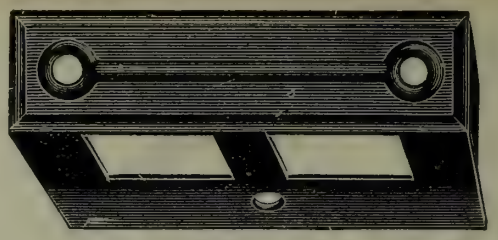


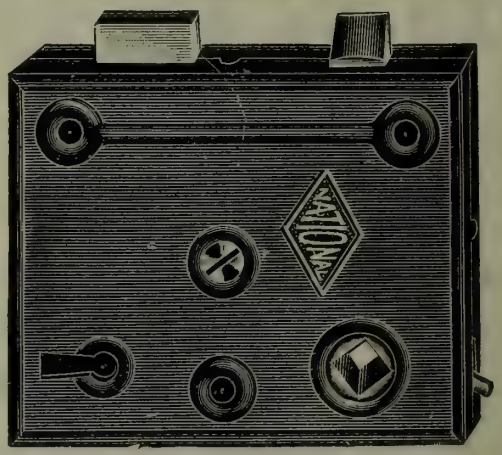
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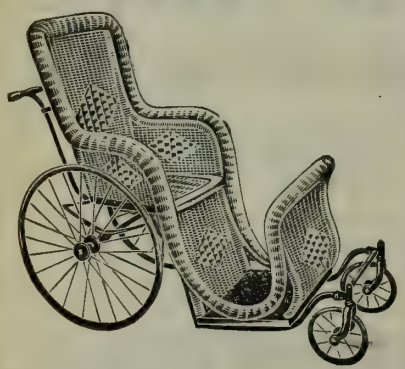
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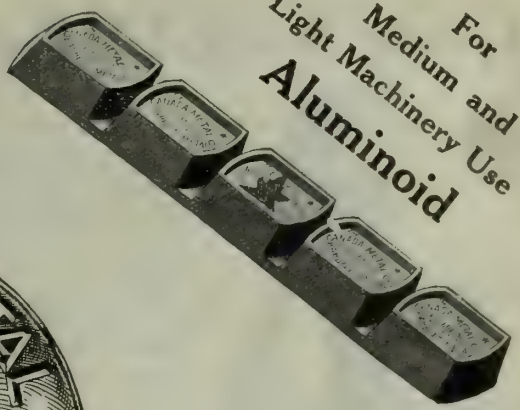


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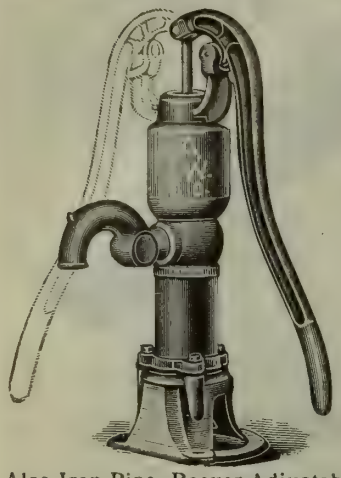
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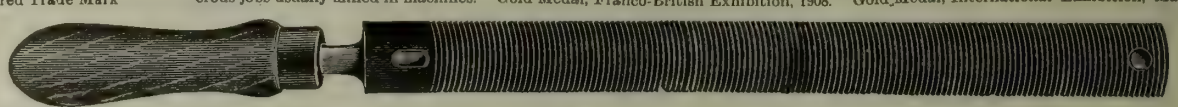
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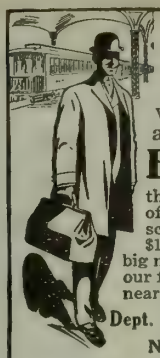
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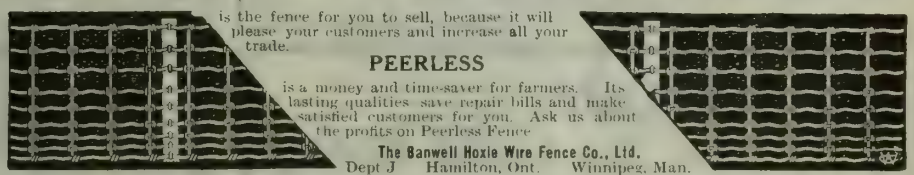
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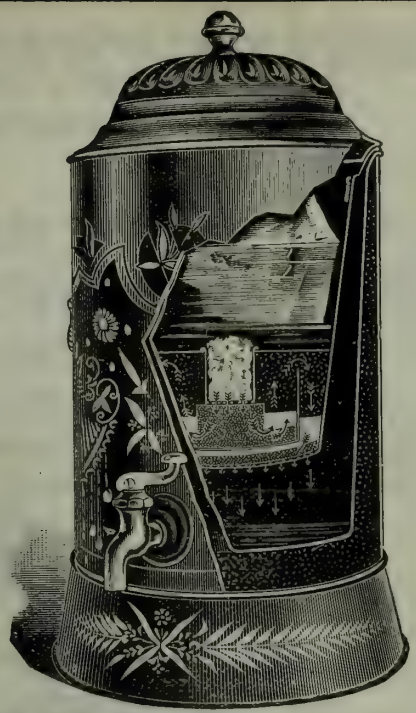
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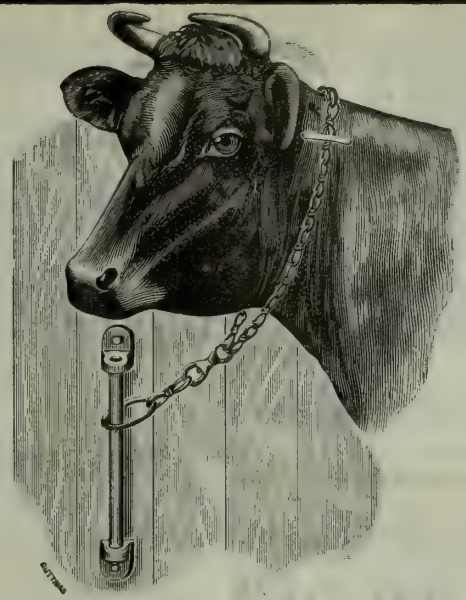
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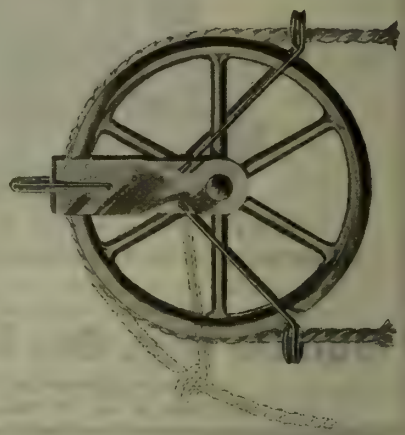
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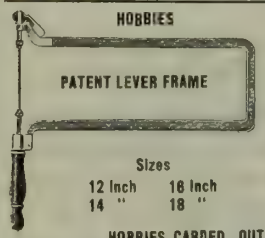
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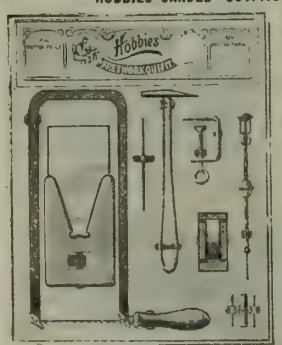
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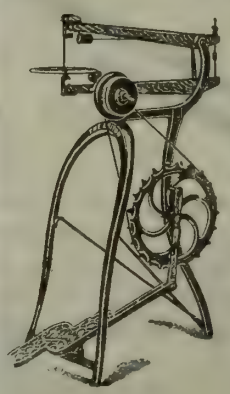


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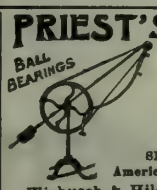
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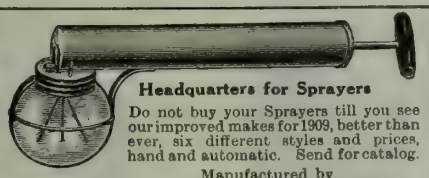
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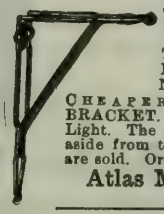
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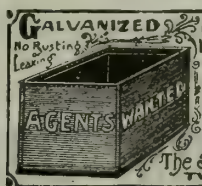


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Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes Right and Left Hand.

Write for Catalog.

ARMSTRONG BROS. TOOL CO.

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VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**

GEO. D. PEARSON & CO.

Office and Works

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TRY A

Condensed Ad.

IN THE

Hardware and Metal

When writing advertisers kindly mention having seen the advertisement in this paper.

GARBAGE CANS

WITH GALVANIZED STEEL BODIES AND SEAMLESS COVERS

Designed and Construoted to Give the Greatest Amount of Strength at Points of Greatest Strain



Two Sizes, with Wood Side Protectors

Nos.	400	500
Dimensions inches	17 x 25½	18 x 36

Three Sizes, without Wood Side Protectors

Nos.	30	40	50
Inches	14 x 21	17 x 25½	18 x 36



THE "ARROW" CAN

Two Sizes

No.	1	2
Inches	15 x 24	17 x 24

With or without covers



THE "REGULATION"

One Size Only

No. 4, inches 14½ x 20¾

With six wood side protectors



Three Sizes

No.	1	2	3
Inches	12½ x 13¼	14 x 15	15 x 17

Supplied with bail and back handles

These cans are heavily galvanized inside and out after parts are assembled and made up. This is a very important feature as it prevents rust and corrosion from eating out the bottoms.

FULL DESCRIPTIVE CIRCULAR AND PRICES FURNISHED ON APPLICATION

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL AND WINNIPEG

MANUFACTURERS' AGENT WANTED

who calls on both the Retail and Wholesale Hardware Trade of Canada, to handle a

High-Class United States Manufactured Hardware Specialty

Must be an individual or firm of good standing. Line has been well advertised to the Canadian Trade.

Address Box 845, HARDWARE AND METAL

How to Save Money in Fencing

"IGEL" BARB WIRE

Ordinary Long Barbed Wire is DANGEROUS
Many valuable cattle have been ruined
by Long Barbed Wire

"IGEL" Short Barbed Wire is NOT DANGEROUS, quite as effective, and Cheaper.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For particulars apply to Watson Jack & Company, Montreal.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT



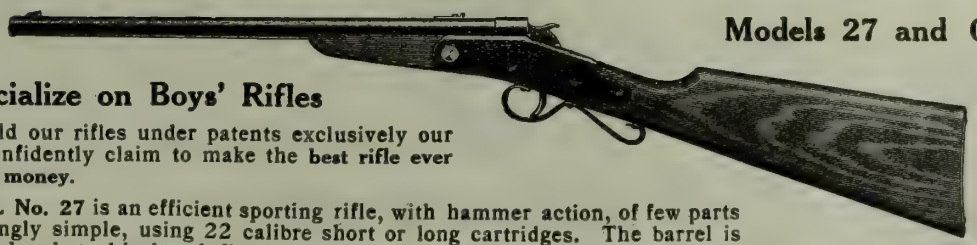
SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

The Greatest Boon to the Man Who Shaves Himself

DOUBLE-ACTION STROPPING MACHINE

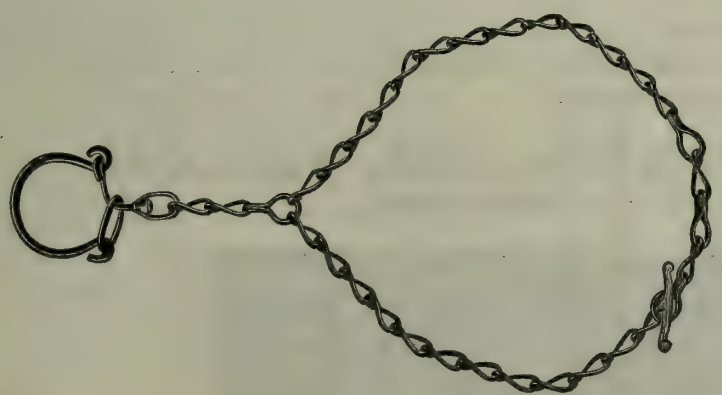
FOR ORDINARY OR SAFETY RAZORS



The majority of men who do not shave themselves will testify it is because they cannot keep their razor sharp. This Double-Action Stropping Machine does away with any such difficulty and makes shaving a delight. No other Stropping Machine will sharpen both sides of the blade evenly and correctly.

Write for our free booklet "Some Pointers for Gentlemen Who Shave Themselves."

McGILL CUTLERY CO. **P.O. Box 366, MONTREAL**



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

Why Not You?

Lots of dealers have made a wonderful stride in their business by selling Genasco Ready Roofing.

It is so easy to sell that it doesn't take much effort on the dealer's part. Selling is easy because Genasco is made of Trinidad Lake Asphalt—everybody knows how that waterproofs and lasts.

Ready Genasco Roofing

is extensively advertised. We spend thousands of dollars every year to tell people what Genasco is—and what it is made of.

The thing you should do is to let them know that you sell Genasco. Other dealers have done this and increased their business. Why shouldn't you get your share, too?

Mineral and smooth surface Genasco roofings. Thoroughly guaranteed.

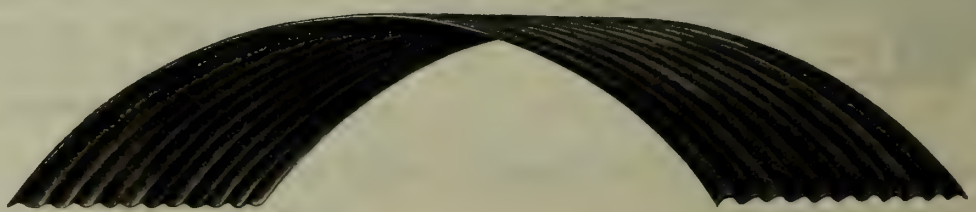
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

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Crane Company, Vancouver, B.C.
Roofers' Supply Co., Ltd., Bay and Lake St., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal
J. H. Ashdown Hdw. Co., Winnipeg, Manitoba



"Galt" Corrugated Galvanized Sheets

See us before purchasing these goods.
Large stock carried in all gauges and sizes.
Redcliffe Sheets only used in the manufacture of our Corrugated Iron. Flat or Curved.
Special prices on carlots or season's requirements.

The Galt Art Metal Co., Ltd., Galt, Ont.

Vancouver
Morrison and Morrison

Winnipeg - - Dunn Bros.

Calgary
Standard Supply Co.





CONGO — The only Roofing Guaranteed by a SURETY BOND

IT PROTECTS YOU ABSOLUTELY

A GUARANTEE WITHOUT A LOOPHOLE

When we used to say that Congo 3-ply would last ten years people laughed and replied that "Every body claimed that." When we offered to *guarantee* such service they said "Guarantees mean nothing—the buyer can never enforce them."

So we went to the National Surety Co. and paid them a large cash premium to issue a Surety Bond *with every roll* of Congo Roofing.

These bonds give our customers a real, substantial guarantee *as good as a government bond.*

If the customer's own lawyer drew the guarantee he could not devise an instrument that would give any better protection.

It is because Congo is so tough, perfect and durable that the National Surety Company is willing to stand back of it. They know that we use the *best materials* and the *best methods* and that we watch and inspect every roll. Then we wrap it for domestic use just as carefully as if it were destined for Madagascar or Thibet, and you get perfect, undamaged rolls, every inch of which you can use.

The man that buys Congo gets the most value for his money and *takes no chances.*

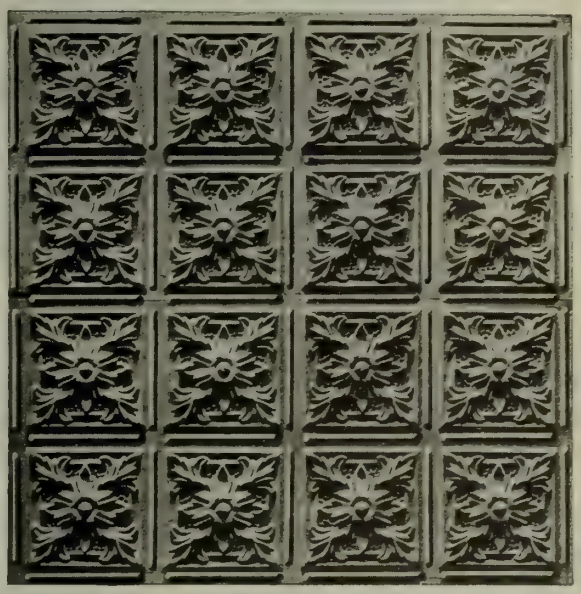
We will send you a copy of that guarantee on request—also a sample of Congo Roofing free.

United Roofing & Manufacturing Co., Philadelphia, Pa.

Successor to BUCHANAN-FOSTER CO.

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METAL CEILINGS



Here is a plate which is one of the neatest we have ever seen for small rooms. It is designed for residence work. The pattern comes out clearly, but is not too deep. It will be very popular for moderately small and low rooms.

How many of your customers have cracked plaster ceilings in their homes?

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

TRADE MARK KEYSTONE BRAND REGISTERED

For "TRADE-GETTING" lines in Brooms

THE

KLONDIKE, JUBILEE and STERLING

are head and shoulders above any in the market. Made of the best material by expert workmen and on polished maple handles. For wear, for appearance and for value they are TOP NOTCHERS.

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO, CANADA

"Brantford" "Roofing" Assistance

We give our agents the right kind of assistance.

A big advertising campaign in leading farm papers makes "Brantford Roofing" well known all over Canada.

All inquiries we receive from advertisements are turned over to dealers for their personal solicitation.

Handsome Catalogs and samples supplied to dealer for distribution to prospects.

Electros of a special series of retailers' ads. supplied free to all who will insert them in their local papers.

Just write us for further details.

Brantford Roofing Co., Limited
Brantford - Canada

MONTREAL BRANCH: 300 St. James St., Montreal, Que.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope **Transmission Rope** **Bale Rope**
Sisal Rope **Hide Cord** **Lath Yarn**
Clothes Lines **Leather Cord** **Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
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HALIFAX VANCOUVER

Canadian Sales Agents
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They Will Do the Work Every Time

The Shirreff Food Chopper

is constructed on the most approved lines, and guaranteed to give satisfaction. It is built in several sizes. Each size has properly tinned, non-rustable, self-sharpening and self-cleaning steel knives.

Write us for quotations and discounts.



THE SHIRREFF MANUFACTURING CO., Ltd.
BROCKVILLE, - ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

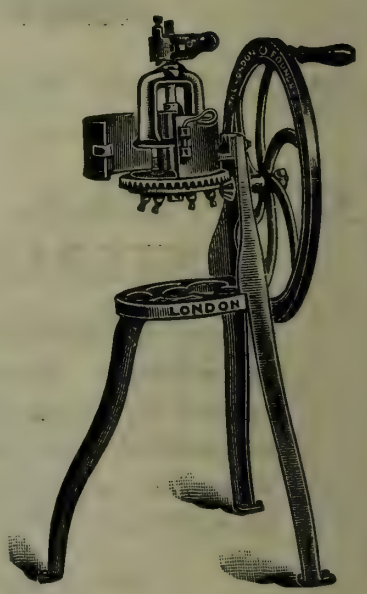
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

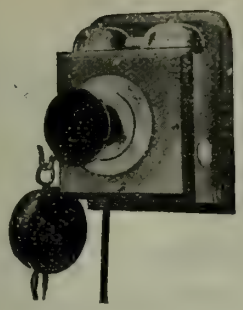
A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LODON, CANADA



TELEPHONES

We are exclusive agents for The Electric Goods Mfg. Co., Boston, who are pioneers in every kind of Telephone work.

Send your inquiries for Telephones, including Switch Boards, to us, and we will send you full specifications. REMEMBER—We have phones suitable for every requirement, in factory, office or home.

The R. E. T. Pringle Co., Limited

MONTREAL **WINNIPEG**



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



NO TANG TROUBLES

When You Use The

"Norka" Two Grooved High Speed Twist Drill

(THE DRILL WITHOUT A TANG)

because in making the Drill a piece of the stock is left untwisted and serves as a shank.

The Drill is held in the chuck by a pair of jaws, fitting the grooves of the shank perfectly and securely locked.

This Drill is twisted while hot from "W. & B." High Speed Steel, therefore the grain of the steel is not disturbed in any way, consequently the Drill has great stength.

Tempered by our special process and ground to size.

Write for Catalogue No. 72—shows all "W. & B." High Speed Tools.

TRADE MARKS W&B

The Whitman & Barnes Mfg. Co.

Canadian Factory and Sales Office: **St. Catharines, Ontario**



BANNER "SEARCHDASH"

BANNER TRADE MARK.

Is the name given to our new combination "Searchlight" and "Dashboard" Lantern.

It retains all the important features of our "Banner" Cold Blast Lantern with heavy, solid wired reflector and strong dashboard attachment as well.

Japanned Red or Dark Green

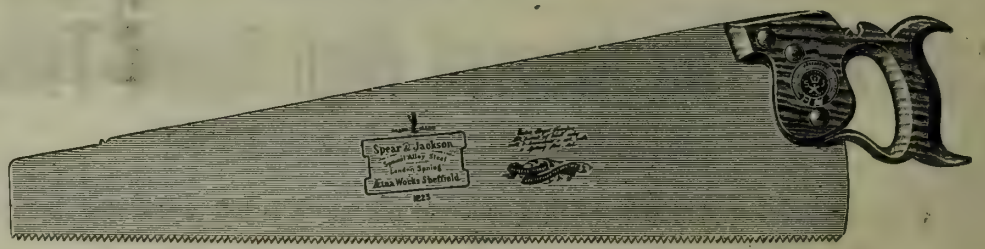
Packed ½ Dozen Cases

Write your jobber.

Ontario Lantern and Lamp Co., Limited

Hamilton, Canada

LOOK OUT!



¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

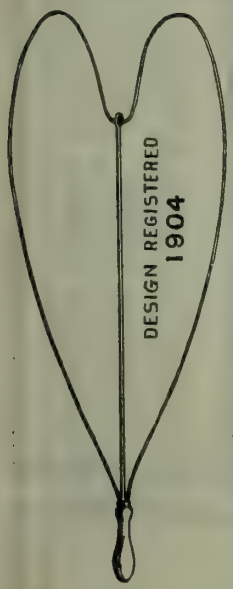
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CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.



THE ANTON CARPET BEATER

Has double the beating surface of any carpet on the market.

LIGHT, yet STRONG and DURABLE; STIFF, yet PLIABLE and EASY TO HANDLE.

Centre rod made of heavy spring steel wire. Outside wires go through the handle and are clinched at bottom end, making it impossible for handle to come off; handle filled with lead, thereby making it a perfectly balanced article.

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E. T. WRIGHT & CO.
HAMILTON, ONT.

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J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.
18 Victoria St. - TORONTO
'Phone Main 7368

When writing advertisers kindly mention having seen the advertisement in this paper.

Horse Shoes

Belleville B *Brand*

Belleville Iron & Horseshoe Co., Ltd.

Manufacturers of

BAR IRON AND HORSE SHOES

A TOOL THAT'S STAMPED **STANLEY** IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.
NEW BRITAIN, CONN, U.S.A.

TINSMITH'S HELPER AND PATTERN BOOK



A useful handbook for Tinners and Sheet Metal Workers. It treats the simpler problems in pattern cutting occurring daily in the shop besides giving tables and information constantly needed by the mechanic.

Section 1—DIAGRAMS and PATTERNS. Demonstrates 50 examples of pattern work, such as cutting flared tinware, elbow patterns, etc.

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Section 3—TABLES, RULES and RECIPES. Gives the weights of sheet metals, capacity of cans, recipes for mixing solders, cements, etc.

120 Pages *Price $1.00* *53 Figures*

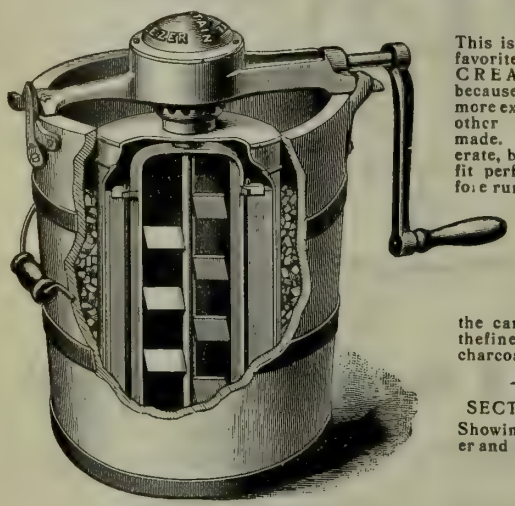
MacLean Publishing Company
Technical Book Dept. *10 Front St., East., Toronto, Can.*

"They Come From McClary's"

That's the surest introduction an article could have

"White Mountain" Ice Cream Freezer

MADE WITH CRANK OR FLY WHEELS



This is universally the favorite family ICE CREAM FREEZER, because it combines more excellence than all other family freezers made. It is easy to operate, because the parts fit perfectly and therefore run smoothly.

It is exceptionally durable. The tubs are built very strong, and will not warp, leak or crack, and the cans are made of thefinest quality bright charcoal tin-plate.

SECTIONAL VIEW
Showing Duplex Dasher and Double Scrapers

"Model" Refrigerator

The "Model" is a moderate-priced Refrigerator, but compares favorably with the more expensive lines, and is much better value for the money than many of the so-called high-grade refrigerators.

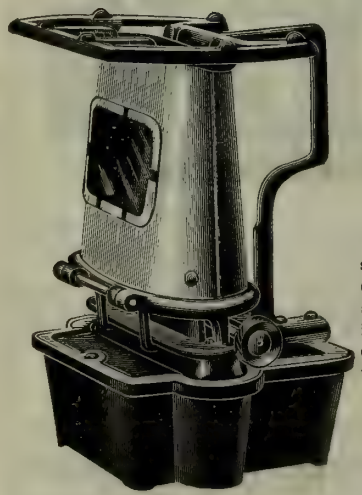


It is made of Hardwood, finished in Golden Oak; has heavy solid bronze locks and hinges and is lined with galvanized iron, while the insulation is superior to many of the higher-priced refrigerators.

The linings are made of metal and are removable for cleaning. This is an especially valuable feature.

Door on Provision Chamber and Lid are both, in the inside, lined throughout with metal. In order that Drip Pan may readily be drawn out or placed in position, the "Model" is constructed with a swing base.

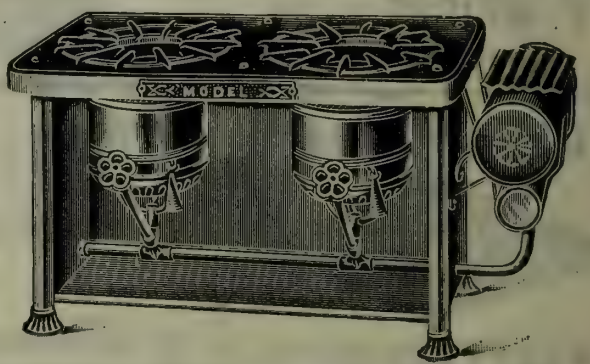
"Golden Star" Lamp Stove



CAST-IRON OIL TANK
4-INCH BRASS BURNER
ALL CAST-IRON PARTS JAPANNED

This is a heavy and durable stove, with convenient handle for carrying. The burner is set high, and plenty of air spaces surround it to prevent odors from overheated oil. The chimney is bright tin with mica illumination.

"Model" Wickless Blue Flame Oil Stove



HEIGHT, 14 INCHES. AN IDEAL SUMMER STOVE.
Reliable Easy to Operate Easily Cleaned

Our 32-page "Summer Cooking Specialties" Booklet tells you the whole story about why it is profitable to buy from us. Send for copy.

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John Hamilton Calgary

The Best is Yet to Come

¶ We have something new in cast iron and steel ranges coming along that will make the Gurney-Oxford line the trade sensation from coast to coast. We made our plans to produce something that offsets all competition and advance reports prove that we have more than succeeded.

If you cannot wait till our traveller comes round send us a postcard direct requesting particulars.

GURNEY-OXFORD

THE TRADE MARK OF HIGHEST QUALITY

GURNEY-OXFORD

THE TRADE MARK OF HIGHEST QUALITY

The Gurney Foundry Co., Limited

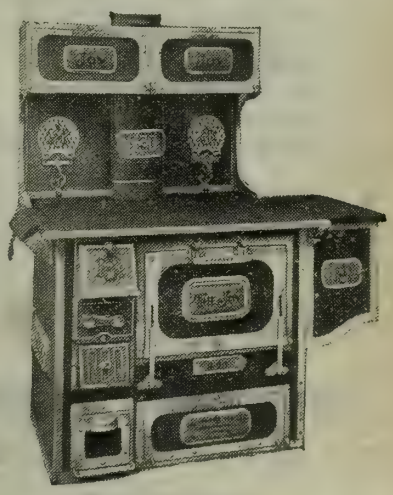
HAMILTON MONTREAL TORONTO WINNIPEG CALGARY
EDMONTON - VANCOUVER

A Range That Sells Readily is the

Famous "Joy Malleable"

It will pay any dealer to handle it. The "Joy Malleable" has many points that appeal to the discriminating buyer, such as a low warming oven, a fire box of the correct proportions and shape, fitted with reversible duplex grate, suitable for either coal or wood, and a reservoir which may be taken off instantly without removing a bolt.

The frames, angles and ovens are finished in aluminum, which preserves the surface from rust. It will not burn off and can be cleaned with soap and water.



The Joy Malleable

Send for descriptive matter and quotations.

The Canadian Heating & Ventilating Co.

Owen Sound, Ontario LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.

Hamilton Jewel Gas Ranges



THESE ARE THE RANGES YOU SHOULD HANDLE

1. BECAUSE they are equipped with Jewel Adjustable Needle Valves, the most perfect gas valve ever constructed.
2. BECAUSE they are fitted with two-piece slotted burners which can be easily removed for cleaning.
3. BECAUSE both the main top and oven bottom are made of cast iron (not sheet steel and will neither burn out nor rust out.
4. BECAUSE the Graves Patent Safety Lighter is used to light the oven burners. The dangerous pilot light is discarded and explosion made impossible.
5. BECAUSE the ranges are mounted on five-inch nickel-plated feet, making it easier to sweep under them.
6. BECAUSE you don't have to wait for repairs in case any are needed. No customs entry, no duty, no delay.
7. BECAUSE they are equal in approved up-to-date features, mechanical construction and handsome finish to anything produced on the American continent, and FAR SUPERIOR to most imported U.S. ranges.
8. BECAUSE they are made in over 100 VARIETIES and you can get any style you wish.

THEY ARE MANUFACTURED ONLY BY

The Burrow, Stewart & Milne Co., Limited

HAMILTON, ONTARIO ——— Established 1864

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
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Starting in Business.

SEND $1.00 TODY, and the book will be mailed by return.

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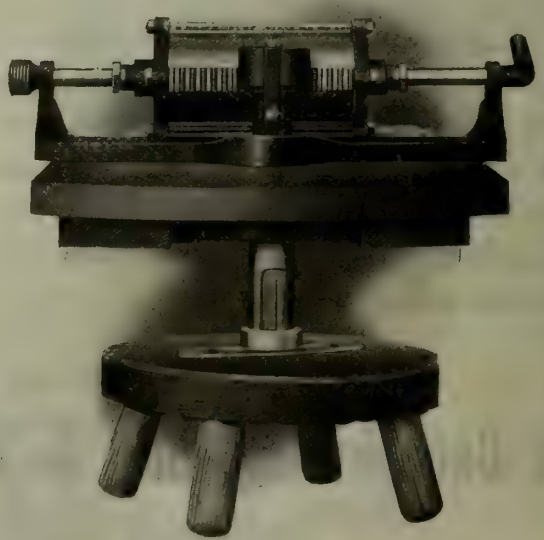
The MacLean Publishing Company

10 Front St. E., Toronto, Canada

Excello Power Washer

Turn the faucet, the EXCELLO washes while you rinse, and hang out.

CITY WATER RUNS IT.



Write for Booklet and Prices.

Excello Specialty Co.

BERLIN, ONT.

ANYTHING
IN
STEEL
OR
WIRE

We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL

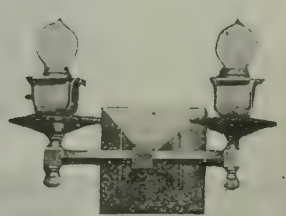


Electric and Gas Fixtures

The most attractive and best selling lines, with many exclusive styles and a wide range for selection. This is headquarters for every dealer who wants fine quality at moderate cost.



We make a specialty of quality, and aim to put more value and merit into each line, and improve the goods in every way.



We endeavour to please and satisfy with every individual order, and to furnish goods of a class that your orders to follow will reach us as a natural result. : : : : : : : : :

The Jas. Morrison Brass Mfg. Co., Limited, Toronto

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

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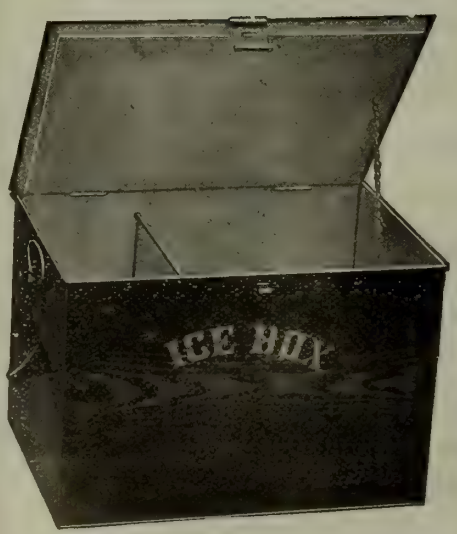
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Hardwaremen and Their Methods

Ideas Gathered in Canadian Hardware Stores and Suggestions for Other Merchants to Adopt—Contributions Solicited From Merchants, Clerks or Traveling Salesmen.

A PRICE CUTTER WORSTED.

He bore the marks of rusticity upon his clothes; and still more upon his face. Spatterings of mud told that he had driven far; but his slow, slouching gait as he entered a hardware store at Chatham, Ont., indicated that he had not been in any great haste in his perambulations about town, and that he had probably been hanging about since morning.

"Good afternoon," remarked the hardwareman, in his mild tones. "What can I do for you?"

"Got any 'mmunition?" queried the rustic.

"Yes."

"How much 're y'r shells?"

"That depends," rejoined the hardwareman. "How many do you want, and what kind."

" 'Bout 25," rejoined the countryman. "They'll cost you 50 cents," remarked the hardwareman, urbanely.

"Smokeless?"

"No—the ordinary kind. Smokeless are 65 cents?"

"Too much, rejoined the rustic, with a sad shake of the head. Get 'em cheaper out in Baytown," he added, naming a village of some 1,200 people, about 15 miles distant.

The hardwareman smiled, but said nothing. The would-be purchaser's face gradually took on a surprised and disappointed look. Evidently, "he was was waiting for the hardwareman to question him as to prevailing shell prices in Baytown. He waited quite a while, and at last himself spoke reluctantly.

"How much d'you s'pose I'd pay in Baytown for those smokeless shells?" he queried.

"Sixty-five cents—maybe seventy," rejoined the hardwareman, with perfect calm.

The buyer was taken aback.

"Fifty cents," he declared, with terrific emphasis. "Fifty cents for 25, or $1.75 a hundred."

The merchant was unimpressed.

"Sixty-five cents," he said, mildly, "is the price in Baytown, and it's the price here. If they were selling at 50 cents, it would pay us to pay our fare out there, and bring them back with us."

"Certainly—selling at 65 cents," muttered the rustic, with lowering voice and rising temper. "Why, I can buy them in Higgar's Corners for 65 cents; but they're always high in those country stores."

"Shall I sell you some of these at 65?" queried the merchant. quietly.

"N-no—too high," grunted the customer as he slouched toward the door.

"By the way," queried the hardwareman, without, a smile, "what kind of shells were those smokeless that you got in Baytown for 50 cents?"

"Trap shell," rejoined the man.

"I thought so," commented the hardwareman, without a smile.

"I suppose you have them like that every day?" I queried, as the door closed upon the rustic.

"Every day," remarked the hardwareman. "They come in and try to bluff us with the story that someone else is selling cheaper. Why, they never use smokeless powder in trap shells. A trap shell wouldn't stand it.

"Then why would that man come here for his smokeless shells if he could get them in Baytown for 50 cents?"

"Our shells are put up right, and I know what it costs, and if we could get smokeless at 50 cents in Baytown, it would pay the maker to go out there and buy them, and quit filling them himself.

"The Baytown hardwaremen aren't very communicative as a rule," went on the hardwareman, "but one of them whenever he is in town drops in to see me and we have quite a talk, and by the time we get through, he knows how things stand here and I know how things stand out there, pretty well. If I am out there I call and have a chat with him. It's a good scheme. It helps us both.

"If I hadn't been on friendly terms with the Baytown hardwareman, possibly I'd have swallowed that fellow's yarn. Probably not, because it's fiction on the face of it. But if I had, and had cut shells down to his price, or anything near it, I'd have been hurting two innocent men—the Baytown man, and myself—and there's no telling when the cutting would have ended, or how far it would have spread.

"As it is, that man will, like as not, be back before night to pay me 65 cents for those shells, or to buy ordinary shells, the kind he probably uses, at 50 cents. In the meantime, he'll likely go to all the other hardwaremen in the city, trying to buy 65 cents worth of shells for 50 cents. If he were to succeed and save fifteen cents, the saving would be only apparent, if the time he puts in is counted; but that's a side issue and the fellow's own business. However, I don't imagine he'll succeed. We've talked over these experiences in the association time and again, and—well, I think the hardwaremen understand the price cutting business pretty well, and know that the first and worst step in the wrong direction is made when a man sells an article for less than what it is worth, just because some thief in the disguise of a purchaser comes to him and tells a cock and bull story of being able to buy the article at a lower price elsewhere. If the hardwareman would only stop to ask—"Why didn't you buy it when you could get it so cheap?' many a price war would be saved.

"Yes—I have them every day. They always tell me that they can buy cheaper somewhere else. Now it's an ax. and again it's a sap pail, and a third time it's a stove. I know what my article is worth; and that's my price. I know what it costs me to buy from the wholesaler or manufacturer, what it costs me to place the goods in my warehouse or store, what percentage to add for selling expenses and what for my own margin; and the sum total, when I reach it, is as fixed and changeless as the laws of the Medes and Persians.

"It's a very good scheme, anyway, to banish from one's mind the idea, so deeply rooted in the minds of many, that a rival hardwareman is your enemy; and, instead of passing by his store as though smallpox dwelt therein, I really like to drop in and—well, just talk things over."

V. L.

CLERK WITHOUT A SALARY.

A striking feature in H. Occomore's Stove and Tinware store at Guelph is the system of marking the prices on goods. Every article in the store is marked plainly with the price, and wherever it is possible to do so, on shelves and in show cases, the price tickets being printed large enough to be read quite easily from a distance. Everywhere a customer looks he can see price cards "10 cents," "15 cents," "25 cents" and so on. There is something outstanding about the way these price cards are placed up—You can't help but take notice of them and often it would seem that it was the price that attracted the attention of the customer to the article—the ordinary condtions reversed. Hardware and Metal was impressed with this feature of Mr. Occomore's busy store the other day and took occasion to ask Mr. Occomore about it.

"Oh, that's another of my clerks. That system of putting the prices prominently on every article in the store—at least—it just takes the place of a clerk. It always tells a customer just what he wants to know and it is not necessary for the other clerks—the ones who draw salaries and go away to lunch—to answer so many questions," was the reply, " I find too," he went on " that the price cards attract the attention of the customers to the goods. Yes, I am confident that this is just as good as an extra clerk."

H. S. N.

Monel Metal: A New Copper and Nickel Alloy

A Brief Description of the Properties of this Metal—Interesting as to its Possibilities in the Future of Engineering and for the Manufacture of Plumbing Supplies—First Found in Canada—Results of Tests.

A new alloy in the metal world is known as Monel metal, which is a natural alloy of nickel and copper. This metal was first found in Canada, having been discovered nearly four years ago by the Canadian Copper Co.'s metallurgists while endeavoring to avoid the necessity of separating the nickel from the copper as found in the ores of their Sudbury mines.

The metallurgists found that the alloy obtained by reducing these two metals together, merely removing the iron, sulphur and gangue matter from the ore, possessed many valuable properties, having the strength of steel with greater ductility, and the freedom from corrosion of nickel itself.

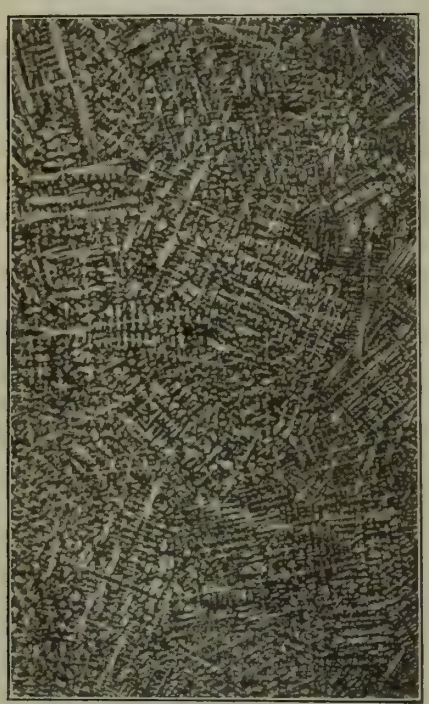


Fig. 1.—Cast Metal 15 Diams.

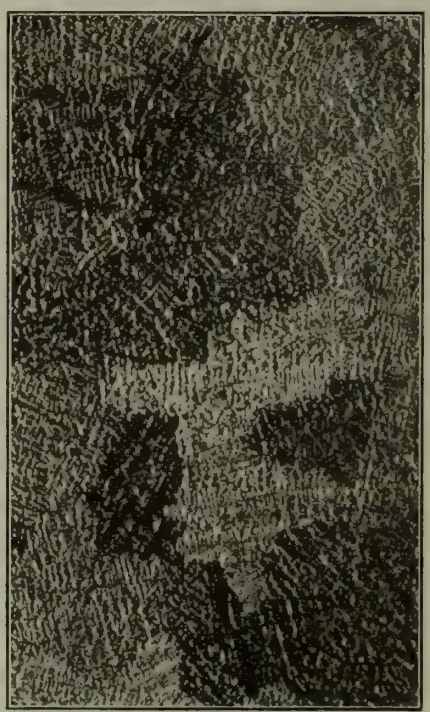


Fig. 2.—Light and Dark Parts Show Size of Crystalline Grains.

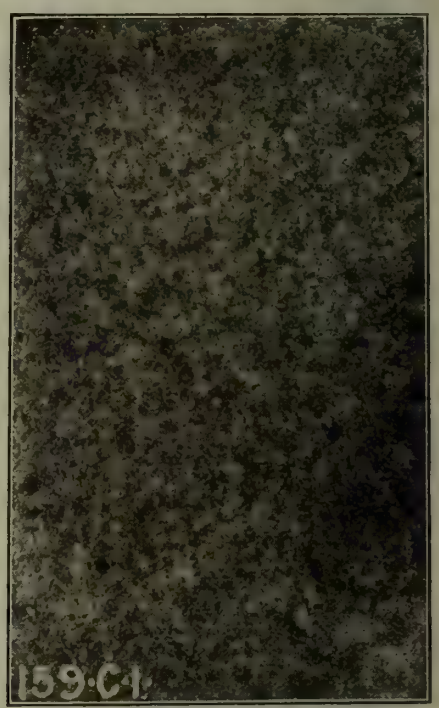


Fig. 3.—75 Diams, Rolled, Etched Light.

Monel metal, which was named after Ambrose Monel, president of the International Nickel Co., is a combination of nickel and copper in proportions, very approximately as they occur in the ores. These proportions are 68 to 72 per cent. nickel to 25 to 29 per cent. copper. The alloy contains a little iron, about 2 per cent. and slight traces of sulphur and carbon. It is easily rolled at temperatures of from 900 degrees to 1,200 degrees C. and can be finished hard or soft similar to sheet copper.

Monel Easily Polished.

In appearance the metal is silver-white and is easily polished to a high finish which finish will remain almost indefinitely. Its non-corrodibility has been demonstrated by a 56-day test with 40 degrees of sulphuric acid, which produced no loss whatever.

The metal may be as easily drawn and cast as it is rolled and among the possible uses of the hot-rolled, appear such as roofing, ventilators, smoke stacks, ship plates, etc., the cold rolled sheets being used in making hospital equipment, watch cases, knives, forks, spoons, and similar articles.

For castings which are subject to severe strain or shock, it is admirably suited, as has been demonstrated by its use in making propeller wheels, cast solid hub and arms.

When drawn into wire or rolled into bars it is adaptable to valve- stems, shafts, piston rods, resistance wire, rustless screens, screws, rivets etc. When made into bolts it is better than steel for the reason that on a bolt of Monel metal the threads are very much less liable to strip. Monel bolts, half-inch diameter, are 30 to 35 per cent. stronger than steel bolts of the same size.

Suitable for Plumbing Supplies.

The new metal is being made in sheets by the American Sheet & Tin Plate Company, to be used largely by sheet metal workers, and it has also been subjected to practical tests for the construction of range boilers and sinks. The metal has many excellent qualifications for this purpose. It has much greater tensile strength than copper, consequently boilers of the same thickness of metal may be subjected to a much greater hydraulic pressure with safety. It is possible also for it to be drawn into shapes such as boiler heads and pantry sinks.

An important feature of the metal is that having so large a constituent of nickel it can be polished to have the same bright surface found in nickel plated articles without the expense of nickel plating. This adapts it admirably to boiler and sink construction, as well as to bar fixtures, and, being a harder metal, it is capable of standing rougher usage without showing dents, and promises to wear longer. Being of the same material all the way through it can be kept polished as long as it lasts.

Stronger than Steel.

The accompanying illustrations are exact size reproductions of micro-photographs of the cross section of pieces of cast and rolled Monel metal. Figs. 1 and 2 are of the same cross-section, but in Fig. 1 the light is directly on the section while in Fig. 2 the illumination is at an angle. The light and dark patches show the size of the crystalline grains. Figs. 1 and 2 are magnified 15 diameters. Fig. 3 is a micro-photograph of the cross section of a rolled specimen magnified 75 diameters and etched lightly.

In working the metal in a lathe or similar machine it gives as satisfactory results as does mild steel without chattering. As the metal draws perfectly into a smooth tube it is very well adapted to use in condensers and flash boilers such as are used on automobiles and in motor boats. Experiments and tests are now under way to determine the physical constants of the metal, its electrical qualities and the effect produced by varying amounts of iron, silicon, carbon and copper.

What Hardwaremen Should Do in June

Although the retarding of the spring demand through the unfavorable weather has been very unfortunate, for there was every reason to anticipate at one time an early season, one great lesson is to be learned from this, and that is the merchant must never rely solely upon the natural flow of consumption. He must be always endeavoring to force the demand, so that if the circumstances be unfavorable he has established an extra pull upon the desires of his community. The dealer who has persistently thrust his wares forward, who has by interesting displays tickled the appetite of consumers, and who has diligently advertised in some form or other counteracts in no small way the effects of a backward spring. He may not do the amount of trade that would have come to him if conditions had helped ; but he leaves behind the man who has solely relied upon the natural spring stimulation to business. Some merchants have done well during May, others have complained of conditions being against them. In the one case trade has been gone after, in the other case it has been left alone. Whether a coming season promises well or not, the merchant should never relax his efforts, for the sun may not shine when he most expects it.

Hardware Millinery Displays.

With the trade more than ever convinced that the women folk are the predominating buyers of the future, merchants should take up seriously the millinery display. Some very novel effects can be procured by ordinary hardware lines, and it is novelty that the dealer must continually strive to attain. Especially is such a display appropriate in June—the month when weddings are so popular. With the help of a regulation millinery form or two, and some stands most ingenious effects can be made. It is surprising the artistic hats that can be formed from dish pans and small baskets. A white dish pan trimmed with white crepe paper with a dog collar as a band and a butcher's knife as a feather makes a most presentable hat, while others can be made from wooden dough trays with seine netting as a veil ; inverted sauce pans with bows of white paper, wash pans trimmed with fly flaps and blue paper; and inverted colanders with white crepe paper, and trimmed with dogs collars. In fact, with ingenuity this list can be extended, and with the expenditure of little money, the merchant can produce styles and trimmings that will create the wonder of the womenfolk, and cause the milliner to be quite envious. Of course the window must be done artistically or the whole effect will be lost. Either do it well, or not attempt the design at all. With present day millinery designs some hardware articles can be made most excellent imitators.

In conjuction with such a display a tin show window could be run, and an assortment of kitchen utensils that a bride could not possibly resist. Tin and granite ware, and other similar utensils, are not displayed with the frequency they should be. Some merchants have the idea that these lines do not lend themselves to display. But this is a mistake. A most attractive window can be made out of common kitchen ware, and after all they deserve attention as they are always in use.

Make Silverware Prominent.

The merchant should also bring forward his cutlery and silverware. Cutlery is generally recognized as a component part of the hardware industry, but silverware is still doubtfully regarded by some merchants as being somewhat out of their business. This is a great mistake as any progressive merchant will point out. Years ago when the average store was far from being the well appointed and ornate establishment it is now, the dealer may have had some doubts as to the carrying of lines, similar to silverware, which require careful handling and clean surroundings. Besides men were then then the chief buyers. But all this has been changed. The grease and dirt has gone. Artistic trimmings, and brightly polished counters and show cases are the rule and not the exception, and the women folk are using the hardware store in ever increasing numbers. Silver ware therefore is not now out of the scope of a dealer. He is the natural outlet for the trade, and that progressive men are recognizing this can be seen from the increasing number carrying silverware lines. The time will come when every hardware man will have his silverware department, and a well assorted one too.

Art of Window Dressing.

During the month refrigerators, ice cream freezers, water coolers and filters can be shown. Hammocks, too, should be given a special display, and with these run garden seats and tables. With artificial grass and a figure if possible, and other little accessories, several smart designs can be shown, the main point being to suggest how much pleasure, rest, and comfort can be attained from the use of such articles. The great art of window display is suggestion. It is not the articles themselves, but the suggestion of the comfort and convenience which they produce that give force to the design.

Sporting Goods.

Sporting windows should be continued through the month. The summer exodus will have commenced. Boating, canoeing, tennis, croquet will be in full swing. Baseball, lacrosse and cricket accessories should also be displayed, for although the season for these games has already started, balls, bats, mitts, sticks, etc., are continually being wanted. Although fishing tackle is always in demand the late starting of the fishing season is an added reason for pushing these lines well. The camper out and picnicing parties should also be well looked after. Here again there is another example of the value of suggestion. The camping out window must radiate enjoyment. Observers must be made to realize fully the bliss of a sojourn away from the hurly burly of business worries and the polluted atmosphere of conjested habitations. Let them think of murmuring streams and placid lakes, of a collarless existence amid invigorating surroundings. We would again point out the value of catering to the automobilist. A large number of accessories can be easily carried, and as automobiling is rapidly increasing in favor, a most profitable trade could be worked up. Pay attention to the bicyclist also. He is a developing member of the community, and the hardware dealer is the right man for the trade.

Workingmen's Gloves and Mitts.

In these days, when the profit on staple goods has been so severely cut, the merchant should always be on the look out for lines that have not been common to the hardware store, but which can be easily carried at a good margin of profit. In this respect he should certainly consider the advisability of stocking a good line of working men's mitts and gloves. An increasing number of hardwaremen are stocking these lines especially in Eastern Ontario, but it is astonishing that their example is not more general considering the fact that the wearers of these gloves are constant customers at the store. The carpenter who buys tools, uses gloves. He has to get them somewhere, why not at the same store. The bricklayer, the driver, the bridge maker—in fact all trades want their special mitts and gloves. The dealer need not carry a complete line, he can stock those which suit his class of trade. Saddlers and harnessmakers carry gloves that are wanted for drivers, and the hardwareman with his wider scope can make a good department of these lines. The trade is not cut up, there is a good margin of profit, and above all the articles can be easily handled.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Barndoor Hangers. — "Merchant" asks: Who are the manufacturers of reliable barndoor hangers?

Taylor-Forbes Co., Guelph, are a reliable firm making these goods.—Editor.

Henry Gilles, hardwareman, St. Jacobs, Ont., writes: "Could you tell us where we could buy a one-horse street sprinkling wagon, (second-hand) in good working order?"

Perhaps some of our readers could inform us.—Editor.

PAYS TO STOCK METAL ROOFING.

The Shaw Hardware Co., Wallaceburg, always carry a stock of the more staple lines of metal roofing such as corrugated siding and roofing, steel shingles and regular siding, and find that when the builder or farmer comes to inquire about these goods, he can see exactly what the goods are and invariably loads up his wagon with what he requires. There is no delay or bother about waiting for goods to arrive at the station and the farmer never makes a trip to town to find that the goods have not arrived. Then by having the goods always ready to load on the farmers wagon, the firm secures an order for whatever else is needed in the hardware line.

K. N.

HARDWARE AND METAL

Established . . . 1888

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WATCHING THE WRONG COMPETITOR.

Many merchants, and particularly those doing business in country districts not fortunate in having a newspaper as an advertising medium between themselves and their natural consumers, are often greatly worried by the inroads of mail order houses. They find that the very people whose accounts they carry for one, six, and sometimes twelve months, send cash to the mail order houses, and there purchase half their goods. They know that they can sell just as cheaply and often cheaper, under the prices named in the catalogues of the big houses.

This is a problem which has puzzled many of them and they find it difficult to get at the root of the trouble.

In nine cases out of ten the cause lies in the lack of energy and diplomacy on the part of the merchants. They get into a rut and stay there. They do not utilize their faculties to advantage in overcoming this disadvantage and much too frequently do they watch the wrong competitor. They believe if they can sell as cheaply as the opposition across the street or on the next concession line, cut prices when he does, pay the farmers' wives a cent more for eggs than other merchants, they are on the fair road to success and are going to attract a greater share of the trade than their local competitors.

These wrong ideas have been the cause for many a downfall when success might have been achieved. Instead of booming their own businesses by impressing upon their natural customers the quality of their goods and the values they are getting for their money, they keep their eyes fixed on what the merchant on the next corner is doing.

The outcome of this is that a price on a certain article is cut by one of the number and the rest follow in his footsteps to the detriment of the manufacturer of that article and their own profits. The time soon comes when it is discovered a profit cannot be made; they either purchase a substitute or give up handling it. The manufacturer loses business and the merchant loses profits. The effect is far-reaching.

An essential accompaniment to the success of a country town or village is enterprise among the merchants. They have got to do the booming if they want to secure business and the securing of business means the building up of a place more attractive to the farmers and with greater prestige in the commercial arena. Where merchants judiciously advertise their goods in their home town there will be found few vacant stores and empty houses. They have to be alive to not only their own interests, but to the interests of the whole community. They must see that the money earned in their own district is spent in their home town and to do this there must exist good-fellowship and good-will among them.

Cutting each others' throats at the expense of allowing the money to go to the mail order houses is undoubtedly poor policy, and if carried on to excess spells failure for those who practise it.

CLEAN THE BACK-YARD.

Fire underwriters' inspectors are now on the warpath looking after the conditions of warehouses and back yards of stores. No doubt during the past winter there has been an accumulation of barrels and boxes around many stores and with spring here the chances of fires breaking out are by no means mitigated. The inspectors will probably order the removal of all combustible matter, as well as other rubbish around the back lanes, and merchants who do not comply with the request may regard their tardiness should a fire occur; they may have difficulty in obtaining their insurance.

Apart from the safety that the removal of rubbish from the back yard provides the merchant, the change in appearance a little brightening up brings is well worth the trouble. The merchant who prides himself on cleanliness, as all merchants should, must not stop at the rear door of the store. He must use the broom, the rake and the wheelbarrow and clear away all dirt and decaying substances and make the back yard of his store as clean, comparatively speaking, as his show window, store floor or front doorstep. Sanitary conditions are absolutely necessary, even if cleanliness and fire protection are not taken into consideration.

PRICE CUTTING.

Possibly the most foolish of all fool things in retailing is price-cutting. One merchant comes out with a low price on some staple article and at once every other retailer in the same line goes him one better with a deeper cut. Then the war has fairly begun, and before it is over prices have gone all to pieces and every one of the competitors has lost money and none of them has reaped any benefit from their insane rivalry. Nothing but bitterness arises from such folly.

If you have faith in your goods, hold up the price and talk quality first, last and always. If you have no faith in them, get a line that you can have faith in. You owe it to the manufacturers of honest materials to maintain prices, for a cut price is a confession that you think the goods are not worth what you have been asking for them. Of course, a merchant can give his stock away if he wants to, but that is not business.

THE DEADLY HOUSE FLY.

Hardwaremen who sell screen doors and wire cloth will be interested in a report issued by the Merchants' Association of New York, based upon numerous observations of the relation of flies to intestinal diseases, in which it was shown that the greatest number of flies occurred towards the end of July and beginning of August, and that the deaths from intestinal diseases rose above the normal at the same time at which flies became prevalent; culminated at the same high point, and fell off with slight lag at the time of the gradual falling off of the prevalence of the insects.

Publicity should be given these facts in every country paper and every editor having the welfare of the community at heart will readily give space to articles on the subject and advise the use of screens on windows and doors. Give the editor the information contained in this article and show him the necessity of preventing the spread of contagion by having stores and houses unscreened and the result should be a material increase in the use of screens and a corresponding improvement in the health of the community.

The house fly, which has hitherto been considered as a harmless creature, or, at the worst, simply a nuisance, has been shown, as the result of scientific researches, to be in reality, judged from

the standpoint of disease, a most dangerous insect. Dr. L. O. Howard, in his recent investigations of the economic loss through insects that carry disease, devotes a chapter to the house fly as a carrier of typhoid bacteria. At the outset emphasis is laid upon the fact that the term "typhoid fly" is open to some objection as conveying the erroneous idea that this fly is responsible for the spread of typhoid only. As a matter of fact, the insect is dangerous from every proint of view, and is liable to spread the bacteria of all the known intestinal diseases. The true connection of the so-called house fly with typhoid fever and the true scientific evidence regarding its role as a carrier of that disease, have only recently been worked out. Celli in 1888 fed flies with pure cultures of the typhoid bacilus, and inoculations of animals were also made, proving that the bacilli which pass through flies are virulent.

Dr. George M. Koeber, in his report on the prevalence of typhoid fever in the District of Columbia, has drawn attention to the danger of the contamination of food supplies by flies that have been in touch with typhoid patients. The prevalence of typhoid fever in the camps of the United States army during the Spanish war brought about the appointment of an Army Typhoid Commission, which found: First, that the flies swarmed around the sanitary quarters of the hospital, and then visited and fed upon the food prepared for the soldiers in the mess tents. Secondly, that officers whose mess tents were protected by screens suffered proportionately less from typhoid than those whose tents were not so protected. Thirdly, that typhoid fever gradually disappeared with the approach of cold weather and the consequent disabling of the fly in the fall of the year. The final conclusion was that the fly carries the typhoid bacilus either by the adherence of infected matter to its feet, or within its own digestive organs.

In 1899 Dr. Howard made a study of the typhoid or house fly, in its relation to country and city sewage, and he made a further investigation of the species of insects that are attracted by food supplies in houses. In this investigation he found that the typhoid or house fly constituted 98.8 per cent. of the whole number of insects captured in houses throughout the whole country, under the conditions indicated above. The importance of this insect as a carrier of the dreaded disease in army camps, as shown in the Spanish war and in the Boer war and in the camps of great armies of laborers engaged in gigantic enterprises, like the digging of the Panama Canal, is obvious. But it is certain that, even under city conditions, the influence of this fly in the spread of disease has been greatly underestimated.

A certain species of mosquito has been demonstrated to be the cause of the spread of malaria. Yellow fever is caused by another kind of mosquito; and now we know that the supposedly harmless house fly is an active agent in the distribution of intestinal diseases. In view of these facts, Dr. Howard's contention that this familiar household insect should henceforth be known as the "typhoid fly" would seem to be well made.

INTEREST THE CHILDREN.

Getting the children interested is one of the tricks the modern merchant plays to increase his business. It serves not only as a present business-getter, but some day those children will be grown-up folks with money in their pockets. It will, therefore, pay the aggressive hardware merchant to awaken a lively interest in his store among boys and girls by setting aside a Saturday on which they may visit and inspect his "Special Exhibit for Children," prearranged for the occasion, and consisting of such toys as are usually carried by the up-to-date hardware store, like boys' tool chests and tools, sleds and coaster wagons, sporting goods, etc. Inexpensive personal invitations should be sent to as many of them as possible in your town and vicinity, at least two weeks before the exhibit, so as to arouse their curiosity and to get them to talk about it among their friends. Of course, their mothers must be invited, but, if they cannot come along, the children should come themselves, and they will be shown everything just as if they were grown-ups, without being expected to buy. The children go, and are shown so many new and pretty things that they are converted into real drummers for that store. The merchants who have tried the scheme pronounce it a great success.

DOES WEALTH GIVE HAPPINESS?

It is a generally accepted fact that every man, young and old, enters business with the idea and ambition of scoring success. The term "success" is broad in its interpretation and meaning and includes many things, as honesty, a good name, fair values, an efficient service, commodious premises—and the daily receipts or profits. The world is, however, too inclined to spell success as an abundance of cash. Accepting, only for the sake of argument, the popular verdict it is equally interesting to hear someone say that affluence does not bring happiness or enjoyment. If that is true then there are a great many people in this wide world laboring under a strange delusion and a fatal fascination.

Discussing this attitude on the part of the public, an authority offers some interesting observations. "If riches," he adds, "do not mean a certain amount of pleasure, if they give the possessor nothing but turmoil, trouble, anxiety and uneasiness of mind, spirit and disposition, do you suppose there would be such a general desire to cling to wealth or to add to its store year by year? If a man of means has nothing but fear, mental anguish and untold misery as his daily portion—which many allege—there is not a millionaire in the land who would not unload all his holdings and rid himself of every bit of his capital to-morrow, for the sake of securing that sublime peace and contentment which are supposed to be, in a particular degree, the lot of less favored individuals. Every man goes into business with the desire of making more than a bare living or finding employment.

"Some will come along and tell you that, if you have enough to drink and eat and clothe yourself and a warm, comfortable house to live in, you are just as well off as the man who has his thousands, as he, like you, has only one mouth to fill and one body to clothe and keep warm; and that, if you are in what is called fairly well-to-do circumstances, you are as much favored as your rich brother. He can array his form in the finest raiment and satisfy his gastronomic longings with whatever delicacies fancy dictates or imagination paints; you cannot, as your pleasure is spoiled or interfered with by having to stop and consider the cost. He can buy a home of whatever style and architecture and in whatever locality he pleases; you cannot, as the price is too great. He can stay wherever he desires, travel when and how he likes; you cannot, as there is the barrier of expense. Every luxury, every convenience, every material aid to comfort and cheerfulness are possible with the man who does not have to stop and wonder whether he can afford it and weigh everything in a dollar and cents scale.

"Herein lie a few differences which no system of philosophy can shatter or sophistry destroy. This is why all men seek opulence, and by opulence is not meant idleness, aimlessness, meanness, tyranny, profligacy or dissipation.

"Riches honestly acquired and properly used do confer upon the possessor particular privileges and special powers which contribute to happiness and other things which go to make existence joyful and the one who declares otherwise is generally willing to be converted if he or she meets fortune while straying along life's highway."

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Copper—Advanced ½c.
Lead—Now $3.60.
Tin—Firmer.

Toronto.

Turpentine—Advanced 2c.
Linseed Oil—Advancing.
Steel—Up about $2 a ton.
Copper—Up ½c.

THE MARKET SITUATION.

There has been a much better tone to the primary markets this week. Tin has shown a firming tendency owing to the stronger stand taken by large holders in the English market, and somewhat heavier buying in New York owing probably to anticipated tariff changes. Copper has also shown up more strongly. The English market advanced, while New York became firmer under the strong indifference of holders to sell. Business is reported quiet, but undoubtedly the market is optimistic, and this is encouraged by the good tone to iron and steel, and the general improvement in trading all the way round. Spelter continues to show strength, not only in the English market, but St. Louis, where figures have gone over the $5 mark. Lead is fluctuating with a tendency to show a little higher figure. Iron and steel conditions in the Old Country are about the same. Cleveland warrants are now quoted at 48 shillings and threepence. Orders in the United States iron and steel markets are somewhat quieter, but the furnaces and mills are well filled with business and are not actively looking for fresh work. The recent improvement in the tone is maintained, and prices are held steadily.

MONTREAL.

May 28.—A brighter tone is observable in the metal markets this week. Buying shows improvement, while firmer figures in the primary markets have strengthened all quotations, except lead, which has dropped 5c per 100 lbs. Copper has advanced ½c, and tin and spelter, while unchanged, are very firm. Inquiries are also better, and it looks as if users who were responsible for the good buying some time back are in the market again. While the smaller consumer is still disinclined to place his orders ahead, some of the larger interests are covering their requirements for a considerable time to come. First hands are still busily shipping away metal as it arrives, while booking has improved for fall delivery. Owing to light stocks consumers want no time lost in getting their metal.

Copper is in better demand, and the increase in quotations will probably stimulate a stronger interest in the metal. Spelter is also selling well.

PIG IRON—Trade continues to show good movement. Orders for future requirements are swinging in well, and a busy season promises up to the end of navigation. The lightness of stock is shown by the anxiety that users have to get their stuff as soon as it arrives. The improving tone to the markets in the Old Country has tended to stimulate the buying ahead, as higher prices are already being obtained for deliveries extending into the fall. We continue to quote: imported pig, Clarence, $16.75 to $17; Middlesboro No. 3, $16,-50 to $16.75; Summerlee No. 1, $18.75 to $19; No. 2, $18.25 to $18.50.

COPPER—With firmer prices in the primary markets, and an encouraging improvement in the local demand, copper has been advanced, after a long period of unchanged prices, ½c for ordinary jobbing lots, and the price is now 14½c. Inquiries have improved, and it looks as if the firmer state of the market was making users take a little more interest in the situation. Stocks are not large, and consumers are not anxious to be squeezed. The firmer tone in the primary markets seems not so much based upon increase in legitimate consumption as to another wave of confidence as to the immediate future. Producers are still apparently indifferent to sales.

TIN—The jobbing price of 32½c still obtains for tin although the market is very firm. Orders have shown an improvement despite the interruption of the holiday, and the tone of the market is much brighter than it was last week. The primary markets have also been stronger, although apparently there is no improvement in the volume of business being done with consumers. It is reported from New York that there is a better feeling in regard to trade in general and that this has probably influenced the tin market. Buying in London has also been more steady. There is one thing certain—that the metal is not to be relied upon, and conditions must be taken as they appear each day.

SPELTER—Spelter is unchanged at $5.75 with the demand good, and consumers taking keen interest in the market. The English market has advanced under a strong consuming demand and stocks in firm control. The market has also advanced at St. Louis, and has gone over the $5 mark. Of course the tariff is playing a strong point here.

LEAD—A slight sagging in lead has resulted in a cut of 5c per 100 lbs., making the price $3.60 for ordinary jobbing lots. Trail following is about $3.50. Trade is fair, but there is little character to the demand. The English market has fluctuated with perhaps a firmer tendency on the whole.

SCRAP METAL—The market is quiet with little stock offering. There are no changes in prices, and we quote: Heavy copper and wire, 11c; light copper, 10c; heavy red brass, 10c; heavy lead, 2¾c; scrap zinc, 3c; wrought iron, 11c; machinery cast, $14.50.

TORONTO.

May 28.—A brighter prospect seems to be ahead for the metal situation. Certainly this passing week has been much better than any since the opening of May. As a consequence all the metals with the exception of lead are slightly higher, and even lead during the past two days has been firming up.

Steel has advanced between $1 and $2 a ton at Pittsburg, the advance being noted on Wednesday evening last, and it is more than likely that Canadian prices will also advance, though prices here have not been cut to the extent they were across the border. Copper has taken a hitch and has gone up half a cent.

Pig Iron—The lower prices quoted last week continue to rule at present, though the market is firm and strong. Business is constantly increasing. Canadian foundry is $19.25; No. 3 Middlesboro' is $19.50; and Cleveland $21.

COPPER.—The primary markets have advanced greatly during the week, London alone raising the price over a pound sterling a ton. This has had an effect locally and the quotation now fluctuates between 14¼c to 14½c. Consumption all over the world is increasing. England this week took 1,000 pounds (60 cars) daily. At that rate U.S. copper men are picking up about a quarter of a million dollars a day. The uses to which copper is put are increasing, and the factories utilizing the red metal are getting busier. This brings the production and consumption figures closer together with a consequent firmness in the copper market.

LEAD.—This metal has had a spasmodic career this week. Across the border lead has been climbing, but locally up to Thursday morning the metal had shown a decline of 5 cents. Yesterday it took a brace and recovered itself and to-day is firmer, and is even expected to advance. Pig lead is much sought after these days, though lead products, with the exception of paints, are not much in demand, and in the case of lead pipe and sheets, is giving way to iron and galvanized pipe and metal roofing. The quotation is still $3.65.

TIN—This metal is unchanged in price and condition from last week. The quotation is 32c and the market is fairly active.

SPELTER.—Firm, active and showing a higher price tendency about covers the situation as regards spelter. This metal continues to give satisfactory results and the amount of trading passing is improving weekly. It is the least spasmodic metal on the market. Last week's quotation, $5.75, still rules.

SHEETS AND PLATES.—Very active business is now being done with satisfactory results. Importations are coming in freely this week, and stocks are fairly large. Prices are unchanged.

OLD MATERIALS.—As with the new metals, all scraps are showing improvement. Prices remain at last week's quotations. Dealers are paying for heavy copper and wire, 11c; light copper bottoms 10c; heavy red brass, 9¾c; heavy yellow brass, 8¼c; light brass, 6¾c; tea lead 2¼c; heavy lead, 3c; scrap zinc, 3c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7c.

HARDWARE MARKETS

MONTREAL.

May 28.—The interruption of the holiday did not affect the movement of trade, which has shown a much livelier tendency during the week than for some time past. Jobbers are uniformly busy, and they have the satisfaction of knowing that the volume done up to now is much better than for the same time last year. The backward state of the seeding, especially in Ontario and Quebec, has undoubtedly affected the consuming demand, and some dealers are rather discouraged over the reluctance of the farmers to buy. Considering, therefore, the trade that is being done by the jobbers, it would seem that but for weather conditions bumper business would have resulted. The weather now being experienced should soon make amends for past misdeeds. The Northwest is quietly but steadily improving in its buying.

All spring lines are in demand. Hose is now going well again, and so are ice cream freezers and refrigerators. Orders for immediate delivery in harvest tools are being received, but the season will probably be late in this as in other lines. Bolts and nuts continue to move splendidly, and evidently there is plentv of construction work going on. Gardeners' tools, carpenters' tools, and builders' hardware are prominent lines.

No important changes are announced in prices. The markets generallv are firm. Although no change is yet announced it is expected that prices will shortly advance in halters, skate straps soles and heels and other leather goods. A heavy increase has taken place in the price of green hides brought about by their scarcity, the kill of western cattle having fallen below that of former years. The tanners have put up their prices, and manufacturers will probably follow.

BUILDERS' HARDWARE — Builders' hardware continues to be a most prominent selling line. The better building conditions have stimulated the local trade, and orders are swinging in well. Lock sets, escutcheons, bolts and nuts are most prominent. We continue to quote: Door sets and escutcheons, 50 and 10; escutcheon pins, steel, 50 · brass, 55; spring hinges No. 20, $9 per gross.

SPRING GOODS—There has been a stimulation in spring lines owing to the better weather conditions, although the late seeding has kept back trade. Still jobbers are satisfied with the business moving. Hose has become very brisk again, and stocks are getting short. Lawn mowers are also selling well. The warm weather has encouraged the demand for ice cream freezers and refrigerators. Repeat orders for screen doors and green wire cloth are coming in steadily and well. With farmers feeling more assured as to their crop prospects there would be little to cavil at in the trend of trade. The market is firm, and we quote: Screen doors, stained, $7.80; grained, $8.10: screen hinges, $9 a gross; poultrv netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

HARVEST TOOLS—Although the lateness of the season is keeping back the movement of harvest tools, an improvement is noticed in the bookings, while some orders have come in for immediate delivery. We continue to quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

MINERS' SUPPLIES—The demand shows a little stimulation, but the line appears quieter than at one time seemed probable. We continue to quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—The demand for bolts and nuts continues most active, and it is evident that consumption must be exceedingly good. We continue to quote. Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—Screws are still selling well for all sizes most commonly in use. We continue to quote: 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 off for flat head, brass, and 70 and 10 for round head, brass.

SPORTING GOODS—Guns and ammunition are commencing to move more freely again. Fishing tackle is in active demand, while there is now a better call for baseball and lacrosse outfits. Yachting supplies are still quiet.

WIRE—No change is reported this week in wire lines. There is still the same rush for goods and shipping is inclined to be congested. We quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55: plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.45; straight and mixed car lots. and $2.55 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b. Montreal.

TORONTO.

May 28.—The hardware jobbers continue to report splendid business. The fine weather of the week past has strengthened demand. Even the holiday induced business rather than acting as a damper. The situation over the country is generally regarded as satisfactory, more especially in Western Ontario and the Western Provinces.

The mining regions of Northern Ontario are again in the field with orders, though booking only is at present being placed, delivery being held up owing to the impassable conditon of the roads. However, the districts far from railway points are expected to be able to receive the goods in July, and in anticipation of this some good bookings have been made of mining tools and builders' hardware.

The goods most in demand just now are summer lines, like screens for doors and windows garden tools, lawn goods, and builders' hardware. These lines have been moving remarkably well and some repeat orders are fully as large as the initial bookings placed earlier in the season. It looks like a bumper business for May.

BUILDERS' HARDWARE.—All the articles classed under this heading and all articles in any way related to builders' hardware, are selling remarkably well. Hardwaremen, jobbers and manufacturers say they are experiencing a greater demand than they anticipated, and in not a few cases it has been found necessary to work into the night to fill orders. Prices are unchanged on the general lines, and if anything tend to firmness. Lock sets of all kinds are meeting with favor.

SEASONABLE GOODS. — Summer lines have had a great call this week. The few continued fair days opened up demand with something like a rush. Screens have been fair sellers for six weeks past, but just now it appears as though no hardwareman had any in stock. Repeat orders are just as big as opening orders booked some time ago. Door and window screens and wire cloth are going out with almost every order. Hose has at last wakened up and lawn mowers are just as free sellers as for the month past. Garden sets and tools are still in demand, and a fair trade prospect seems to be ahead for refrigerators, ice chests and ice cream freezers.

SPORTING GOODS.—Buying is still active. Fishing outfits are going more freely than at any time since the opening of the year. Outdoor games have kept up the demand for baseball and lacrosse outfits. Football supplies seem to have weakened, but the gun and ammunition season is opening well.

HEAVY GOODS.—Nails, bar iron and pipe are creating records in the way these lines are moving at present. The building outlook if not yet up to boom prospects is not far short of them. Not only cities, but the smaller country sections and newer settlements in the mining regions in the north country are calling for large supplies. No price changes have yet taken place, but some structural steel lines across the border have advanced between $1 and $2 a ton this week. Steel plates are very firm. Nails are more than ordinarily active and screws are beating all sales records of the past.

U.S. IRON TRADE.

Cleveland O., May 27.—The Iron Trade Review says: More optimism is being shown in the iron and steel industry than for several years. By individual action, several companies have

signalized their satisfaction with the business booked by raising their prices above those of their competitors, thereby practically withdrawing from the market. It is believed, however, among prominent interests that conditions, even if sustained, will justify only conservative price advances until the summer season shall have been passed and the industry shall have gained a strong impetus for the future.

The activity among buyers for the past four weeks has been encouraging. Some of the steel companies were not specially prepared for a marked revival and were obliged to exercise rapid policies in adjusting production to the current demands. In one instance, a round tonnage of prompt pig iron was purchased from merchant companies.

The semi-finished steel market shows evidence of steady and widespread consumption. Steel makers with finishing capacities have been utilizing more and more of their Bessemer and open hearth output for their own operations. Some of them accordingly are finding difficulty in filling the specifications from patrons on term contracts, so that they are avoiding making any promises of immediate shipment on new business.

Operatons of important steel interests whose products are of a diversified nature, continue favorably to reflect the heavy run of current orders. This week the Carnegie Steel Co. has active 73 per cent. of its blast furnace, steel works and finishing mill equipment. Of the blast furnace, 43 out of 59 stacks are blowing. The bar mills are running at 90 per cent. of capacity, and the plate and shape mills at 80 per cent. The activities of the Jones & Laughlin Steel Co. and the Republic Iron & Steel Co. and other companies are no less extensive.

Hardware Trade Gossip.

Ontario.

J. J. Metcalf, hardwareman, Shelburne, paid a buying visit to Toronto this week.

Fire in Sanderson Pearcy's paint warehouse at 65 Adelaide Street West, Toronto, did $150 damage on May 25.

J. S. Brunton has purchased the hardware stock and business of Fred Adams at Barrie, and will at once put in a complete line of hardware.

Alexander Morris has purchased from the National Mfg. Co., Pembroke, the site of their factory which was destroyed by fire last November. Mr. Morris has in contemplation the starting of a new industry which will employ quite a number of hands.

The sun shining through the window of the hardware store of George A. Wells at Toronto, last Sunday afternoon, ignited some fireworks in the window, and in the resultant explosion the windows at the front of the store were blown out, and the building set on fire; $700 damage was done to the stock and $650 to the building.

The hardware business carried on by T. I. Thompson for the past twenty-two years at Owen Sound, will henceforth be known as T. I. Thomson Limited, having been incorporated as a joint stock company, the change being deemed advisable by reason of the large growth of the business. The members of the company are T. I. Thomson, president; Leonard Ferguson, vice-president and manager, and T. W. Thomson, secretary-treasurer. The formation of the new company will involve no change in the business which will be carried on in the same premises, which has been a hardware stand continously for fifty-five years, when it was established by the late A. M. Stephens.

Quebec.

J. N. Warminton, manufacturer's agent, Montreal, has returned from a trip to the Maritime Provinces.

T. J. Wall of A. G. Spalding & Bros. athletic goods, Montreal, has been on a trip to Toronto and western points.

Godfrey S. Pelton & Son, mfrs. agents, Montreal, have removed from 201 Coristine Buildings to 203 St. Nicholas Building.

George Caverhill, of Caverhill, Learmont & Co., Montreal, has been elected a director of the Montreal Light Heat and Power Co. Mr. Caverhill is a director of the Montreal Street Railway, Richelieu & Ontario, Dominion Steel Co., Royal Victoria Life, Montreal Loan and Mortgage, and several other concerns.

A cutlery and hardware store has been opened on Bleiry Street, Montreal, by Jas. A. Jackson, who for some time past was in charge of these departments for The Robert Simpson Co., Toronto, and previously in sales department of Lewis Bros., Montreal. Mr. Jackson has had a wide and varied hardware experience, having been connected with some of the leading retail and wholesale hardware firms of Pittsburg and Cleveland.

Western Canada.

J. H. Walsh, hardware merchant, Osage, Sask., has assigned.

Johnson Bros., hardware merchants, of Boissevain, Man., have taken a leaf out of the book of the mail order houses, and, in addition to their newspaper advertising are now issuing a catalogue every month.

Andrew Dykes and Ernest A. Dykes, Winnipeg hardwaremen, trading under the name of E. A. Dykes & Co., have dissolved partnership. E. A. Dykes and Chas. F. Rutley have bought the stock and fixtures and have removed them to Rosetown, Sask., where "Dykes & Rutley" will open a hardware store.

DISPLAYING HOUSE TRIMMINGS.

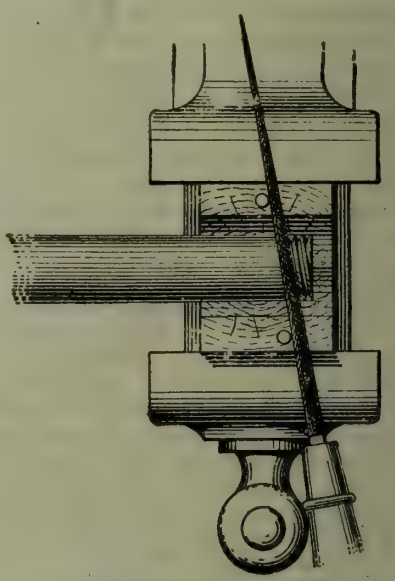
Merchants often have considerable difficulty in evolving a good method of displaying small house trimmings and other similar conveniences. They are lost to view if placed on the floor of the window with other goods, and in themselves do not help in any general display. Assembled together, however, the various articles, if arranged neatly, make a very good and artistic design. M. Philbin, St. Catherine Street, Montreal, shows a number of trimmings in a very neat way. At the back of the window he has a small two-sided screen standing at an angle to the pane. On this is hung in regular rows, and in symmetrical sizes small bright articles such as bolts, butts, hinges, slip locks, angles, screw hooks, drawer pulls, screws, hooks, and various other brass commodities. The whole design looks very well, and is undoubtedly a neat way of displaying these articles.

F. J. A.

THREAD CUTTING WITHOUT A DIE.

It sometimes happens that the threads of a bolt or a pipe break off and must be cut without the aid of a screw-cutting die. This can be accomplished very easily with the aid of an ordinary half-round file and a little patience.

Take a block of wood and fasten it in a vise. Make a V groove in the block deep enough for the center of the pipe to come a little below the surface. If the pipe is long, it will be better to



Thread Cutting Without a Die.

make two of these blocks, so as to keep it steady. Now into this groove place a pipe with thread same as wanted, and on one side of the block drive in a nail. Place the flat side of a half-round file against this nail and see that it forms the same angle with the pipe as the thread does. Then drive in another nail on the opposite side of the block, so that it will touch the flat side of the file. Now remove the pipe and replace with the one to be threaded. Hold the file with the smooth side against the nails and while filing keep turning the pipe. The pipe should be rocked backward and forward. That is to say, on the forward stroke of the file turn the pipe in the opposite direction, thereby insuring a much better thread.—J. A. Bergstrom, in the Scientific American.

BUSINESS FOR SALE.

GENERAL hardware stock in city of Montreal, splendid location, stock $1000. Exceptional opportunity. Good reason for selling. Apply Box 10, HARDWARE AND METAL, Montreal. (23)

HARDWAREMEN IN UNIFORM

No. 7.

Major James L. McAvity, of the 62nd Regiment, St. John, N.B., has had a rather remarkable career in the Canadian militia. Although only forty-one years of age, he has spent more than twenty-five years in military service and as a hardwareman he might be said to have been born in the business, as his father is a member of the firm of T. McAvity & Sons, which business was established more than eighty years ago and is now one of the leading hardware houses in Lower Canada.

The first step Major McAvity made toward military training was in 1879 when he joined the Grammer School Cadets and three years later he was attached to the Hampton Squadron of the 8th Hussars, the crack cavalry regiment of King's County. He joined the St. John Rifle Company in 1884 and continued a member of that organization until May, 1888, when he got the provisional appointment as junior lieutenant in the 62 Regiment. He qualified for the position in the following year and in 1891 was promoted to lieutenant. He was a member of the Bisley team of that year and gave a good account of himself. In 1897, he resigned his commission and went to the Yukon but on his return was gazetted in the regiment on March 3, 1905, as captain and in 1907 he was promoted to the rank of senior major. During the past year he was put in command of the regiment on Colonel M. B. Edwards being granted six months leave of absence to travel abroad.

Major McAvity commanded the regiment on the occasion of its visit to Quebec to attend the Tercentenary Celebration and also at its annual inspection last fall.

He has been a member of the staff at Camp Sussex during the last three years, usually as orderly officer to the officer commanding.

The major has always taken an active interest in riflle shooting and has been a member of the executive of both the Provincial Rifle Association and the Dominion Rifle Association for some years. He also holds the office of president in the St. John County Rifle Association and the 62nd Fusiliers Rifle Association. To show his interest in rifle associations, he last year gave two service rifles for competition in the corps under his command. He has a private collection of rifles of considerable value.

On the retirement of Colonel Edwards in July next. Major McAvity will assume charge of the regiment.

Major McAvity has shown himself thoroughly efficient in all matters pertaining to drill and discipline and the men of his regiment speak of him in the highest terms.

His training as a hardware man was received in the firm of T. McAvity & Sons and he is now proprietor of the McWean & Holt Company, contractors and manufacturers of general railway equipment and castings, stoves, ranges, etc. The business has been rapidly developed since Mr. McAvity assumed control and new shops were built during the past year to meet the growing trade. The company's foundries are situated on the City Road and on Albion Street and the retail store and stove warerooms, on Union Street, St. John.



MAJOR J. L. McAVITY,

A Member of a St. John Hardware Family who has a Military Record.

WRITE TO-DAY—MAIL TO-MORROW

Verbatim copy of a letter which, being type-written in the heat of an indignant moment, was reserved for reconsideration next morning, and—then not sent at all :—

Johnes smifh Esx, wool Excjanje, coFeman Stseet, e.C., deasn MR. Smith ; I Umbertan from yoyr managing clerk, mr. Brown, that yo reqire my no longer reqwire my services as stenograper and typewri, on account of whst yoy are are pleased tocall my drunkeb and swinishj habits. Outf respec Only fryor late fajher I should hace much pleasure in suing you for jajabes. I new wrute yiym since you refuse to see me inperson, to inform you thay you are mistaken in yout estmage of my charactef, and I truat that you will have as much d9fficulty in obtaibing a clerk toc suik your reqyirements as I shlll have ease in secuting another apointm3nt. I am? deat Sir, Yours faityfully, J. Jallington-Jones.—Business.

PLENTY OF STOCK.

A proprietor of a store was a man of most excitable temperament, and was forever scolding his clerks for their indifference in the matter of possible sales.

One day, hearing a clerk say to a customer, "No, we have not had any for a long time," the proprietor, unable to countenance such an admission, began to work himself into the usual rage. Fixing a glassy eye on his clerk, he said to the customer:

"We have plenty in reserve, ma'am, plenty downstairs."

Whereupon the customer first looked dazed, then burst into laughter and quit the store.

"What did she say to you?" demanded the proprietor of the clerk.

" 'We haven't had any rain lately.' "

Trade News From Atlantic to Pacific

Trade Gossip from Eastern Canada

Quebec and Maritime Trade Gossip—Destructive Fire at Jas. Robertson Co.'s Montreal Factory—Successful Hardware Salvage Sale—Industrial Boom in Nova Scotia—$5,000,000 to be Spent Improving Dominion Iron and Steel Plant at Sydney.

NEWCASTLE, N.B.

May 27.—The lumbering, milling and woodworking firm of H. & F. D. Swim, of Doaktown, have dissolved. The business with the exception of some timber limits, is taken over by Henry Swim. Frank D. Swin will go into business for himself.

The Beveridge pulp mill in Lower Derby, which already employs one hundred and fifty men is being extended by the addition of a couple of wings.

A new Roman Catholic church is about to be erected in Millerton, as well as a number of dwelling houses.

A. E. Wry Co., of Sackville, propose erecting a boot and shoe factory.

The English company which has bought the oil wells at Memramcook, are working their property at Legere's Corner, McGinley's Corner, and Guildville.

H. H. S.

MONTREAL.

May 27.—The sixth annual meeting of the Montreal Engineers' Club, held last week at the club's premises on Beaver Hall Square, was marked by a handsome presentation to the chairman of the house committee, C. M. Strange of Lewis Bros., Montreal. Mr. Strange has been active in the management of the club since its formation, but he was very much surprised when the president, P. W. St. George, called him up to receive a handsome solid silver tea set and a beautiful case of three cut-glass decanters as a token of the club's appreciation of his efforts on their behalf. There was a record attendance, and the presentation aroused the greatest enthusiasm. Mr. Strange made a fitting reply. Both Mr. St. George and Mr. Strange were re-elected to the executive.

The factory and offices of the Jas. Robertson Co., the Canada Lead Works, William Street, were practically burned to the ground by fire early on Saturday morning, only a small portion of the premises at the back being saved. It was a tremendous conflagration, the big buildings burning like a torch, while the destruction of the shot tower, which was in the centre of the block and rising to a height of about 60 feet, added to the spectacular effect. Soon after the firemen had arrived it was seen from the fierceness of the flames, which went over the large area like a prairie fire, that the premises could not be saved, and the greatest attention was paid to the protection of the surrounding buildings which were mostly old residential houses of wood. The fire was, however, kept within the bounds of the Canada Lead Works, and outside of this little damage was done. Although practically everything was gone, the sheet lead plant, the babbit metal works, the brass foundry, the shot tower, the lead pipe and metal warehouses and the plumbers' supplies, John Robertson, president of the company, James Robertson, vice-president, and Alex. Robertson, director, who were at the fire, at once commenced to take active measures to cope with the disaster. Offices were taken in St. Anne's Street, and arrangements made to carry on all orders as promptly as possible. In fact the firm announced that business will go on as usual, Mr. John Robertson, seen by Hardware and Metal immediately after the fire, said that there would be no interruption to business. The damage he estimated would be about $225,000, which was covered by insurance. The vaults containing the books and papers were undamaged.

Charles Robertson, secretary of the Jas. Robertson Co., has been for some time confined to his house by illness.



C. M. STRANGE, MONTREAL.

HALIFAX.

May 22.—Business continues fairly good in some lines of hardware. There has been quite a demand for garden and haying tools.

H. H. Bennett, who purchased all the hardware stock saved from the H. H. Fuller & Co.'s fire is now disposing of it at retail, and the bargain hunters are out in force. Sales of the different lines are made each day, and the crush is so great at times that the store door has to be locked to keep the crowd out. Fair prices are being obtained for the stock. It is reported that the firm will not resume business again, but it has not yet been definitely decided.

Business promises to boom in Nova Scotia this year. There is great activity all round in the building line, all the industrial plants are workin~ full time, and the coal mines output will be very large.

Londonderry, N.S., is to have a steel plant, and preparations for the erection of the same have been begun. The site has been selected and work on the foundation will be started at once. It is the intention of the company to build

a small steel casting plant of about five tons capacity, for a beginning, this to be increased later should the demand for the output warrant it. For this purpose a brick building with steel frame will be erected, 100 feet in length and 50 feet in width, with an addition or lean-to thirty feet wide. The company also intend to put in an electric lighting plant, with sufficient power to light all their works, and with a view to extending the benefit to the rest of the town as soon as needed. A large amount of capital has been invested in the property.

In Cape Breton, the Dominion Iron and Steel Co. propose to expend about five million dollars in improvements to its plant. The company expects to begin construction work very shortly. Representative of English, Belgian, American and Canadian firms are now in Sydney looking over the grounds with a view to tendering for the construction of the Steel Company's new battery of coke-ovens. The work will be in hand this summer and it will be pushed vigorously.

The Nova Scotia Steel Company also propose to make improvements to their plant, but what these will be have not yet been definitely decided upon.

G. M. T.

Items of Interest Gathered in Ontario

Early-closing at Kingston—Death of Prominent London Hardwareman — Chatham Merchants Oppose Programme Advertising—Brantford Hardwareman Prosecuted for Selling an Air-gun to Boys.

KINGSTON.

May 18.—The carelessness of a clerk dropping a match in the cellar on Saturday last, was responsible for about $500 worth of damage, at the hardware store of Simmons Bros. The clerk went to the cellar for some oakum, which was kept in a dark corner. In lighting a match, he broke it on his trousers, the lighted part flying into the inflammable merchandise. Employes of the store, by the use of the store hose, rendered the fire department able service. It was very fortunate that Simmons Bros. fitted out their store with all the precautions against fire, for if it were not for the presence of the fire-proof walls, the blaze must have spread to the next cellar, which is filled with gasolene, coal oil and turpentine.

A movement is on foot, taken up by the young people's societies of the different churches, to have the shops and stores in the city close early on Saturday night. It is desired to have the stores close at 9 p.m. Saturday, and if possible, at 8. The matter was thoroughly discussed at a big mass meeting of the societies, held Monday night. The societies claim that it is cruelty to make young ladies work fourteen hours a day in a store. The merchants appear willing to close early, that is, if they will all agree to do so.

The project for a sulphuric and nitric acid industry for Kingston has fallen flat. Dr. Hemstock, who came out from England, has given up the venture and says that he has been forced to do so because of the trust formed by the Michael Company, which has a large plant at Tweed, and an office in Detroit. The trust renders it impossible for a separate concern like that of Dr. Hemstock, to enter the market. Hence there was no business in prospect for the local plant.

Angrove Bros., sporting goods, have a fine display of bicycles in their window, along with their sporting goods.

E. G. B.

BRANTFORD.

May 18.—The attention of the local fire department has been called to the custom of leaving large amounts of combustible oils in certain parts of the business district, in an unsafe condition. A by-law will be introduced to force better protection.

The Paris Agricultural Society is asking for tenders for a new exhibition building, 100x60 feet, of corrugated iron.

Norman Willits, recently appointed official bad debt collector for the Retail Merchants' Association, has been in Guelph for the past week, getting pointers from D. G. Scroggie, who occupies a similar position there.

The Beaver Oil & Gas Co., according to a statement made by I. L. Goold, a director, is preparing for material improvements on their property.

A local hardware dealer was up in the police court to-day for selling air guns to boys under age. He was required to pay the court costs, and was dismissed with a warning.

The sale of linoleum, which was commented upon by the Guelph correspondent of Hardware and Metal last week, is a paying line that the local hardwaremen could easily take up. Here the trade is mainly left to the dry goods men and furniture dealers, who pick up much trade which the hardwaremen could as profitably handle.

The master plumbers of this city express themselves as being heartily in favor of the holding of a convention of the Ontario master plumbers at Windsor, while the U. S. master plumbers meet at Detroit, and at least four have expressed their intention of being present, should one be called. They are also heartily in favor of uniform legislation covering the entire province, instead of the present method, or in many instances, entire lack of proper inspection.

ST. THOMAS.

May 27.—The heavy rains that have fallen in this district have retarded seeding to a great extent, but general business among the farming community keeps up fairly well, in fact, most dealers claim a better business than last year. The building trade still keeps going ahead. Architect Darrah has many plans underway, his office being as busy as a bee-hive. The city and county committee have decided on improvements to the Registry Office to the extent of $6,600.

Every contractor in the city is busy with new work and hardly able to handle repair work, so that several who cut out contracting are getting this class of work, which pays better.

Claud Willets, who has been with Ingram & Davey for the past four years, and who has had the management of the paint department in the new store, has severed his connection with that firm and will move to Leamington, where he has bought the business carried on by Fred Mettam.

Contracts for the new phone building were let the past week, and work will be pushed rapidly. It is expected that the building will be ready by Aug. 1.

Ingram & Davey report a big trade in sporting goods, and with their enlarged stock they are securing trade that formerly went to Toronto.

The tenders for the erection of the sewage disposal tanks, were opened Friday night and the contract awarded to S. S. Harper, of this city, for $13,490. There was a difference of $5,863 between the highest and lowest tenders and $803 between the two lowest.

T. F.

LONDON.

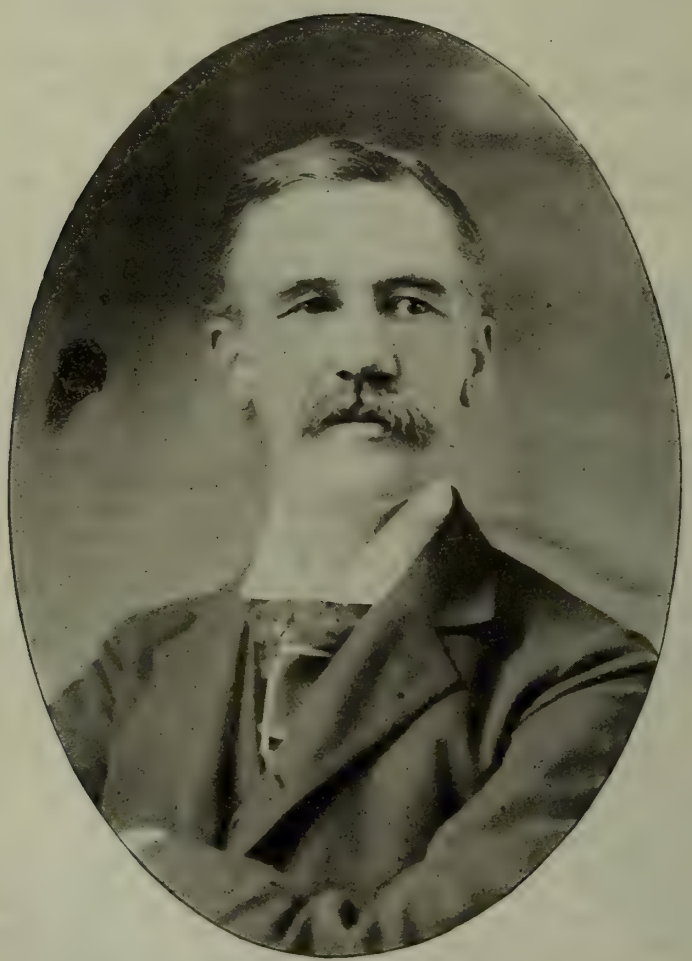
May 25.—John Bowman, a one-time prominent hardware jobber of London, died suddenly at his home on May 19 from a cold contracted last winter. The immediate cause of death was heart disease. He was 58 years old and came to London from London, Eng., when a boy.

Mr. Bowman's connection with the hardware trade extends back to the time he was 16 years of age, when he left school to enter the employ of T. & J. Thompson, wholesale and retail hardwaremen, in London. His work then brought him into touch with the details of the business, and ten years later when he entered the employ of Adam Hope & Co., Hamilton, he had already won recognition as a capable hardwareman. After seven years experience in the metal business with the Hope Co. Mr. Bowman returned to London and opened a coal office, shipping by rail and vessel to all Canadian ports. The business expanded, and in 1887 hardware was added and the firm's name was changed to

Bowman, Kennedy & Co., which continued until 1897, when it was dissolved and the John Bowman Hardware & Coal Co. established. That firm failed five years ago.

In 1903, Mr. Bowman was elected vice-president of the Canadian Wholesale Hardware Association, and the following year he was advanced to the presidency. He was also at this time president of the London Board of Trade.

In 1880, Mr. Bowman was married to Miss Alicia Taylor, daughter of the late Henry Taylor, and besides her is survived by two sons, William and



THE LATE JOHN BOWMAN.

Percy, of this city, and three daughters, Misses Mabel, Marguerite and Constance, all at home. His father, Wm. Bowman, two brothers, Prof. James H. Bowman and Charles Bowman, and two sisters, Misses Emma and Elizabeth Bowman, all of this city, also survive.

The plumbers of this city will run an excursion to Detroit via C.P.R., on Saturday, June 19.

Col. Gartshore, vice-president and managing director of the McClary Mfg. Co. has returned from a five weeks' trip through the Canadian West. He was right through to the coast and found indications good everywhere.

F. T. Y.

CHATHAM.

May 18. — There ought to be a big contingent of master plumbers from this city attend the proposed convention of Ontario Master Plumbers, at Windsor, the last week in June, at the same time as the U. S. National Master Plumbers' Association hold their convention in Detroit. Interrogated as to their willingness to attend, several readily assented, should the suggested convention be called.

J. C. Wanless had a very effective spring window display this week. The bottom of the window is covered several inches deep with grass. The centre of the stage is occupied by a big lawn swing, while sprinkling cans, hose, nozzles and other lawn incidentals help to fill in, several hammocks, hung vertically, forming the background. On Saturday, and occasionally after school hours on week days, several children swing leisurely to and fro, more or less oblivious of the crowd which, the minute life is thus injected into the display, is sure to block the sidewalk. It is an odd thing about window displays, any animal, from a boy down, is sure to attract a crowd to a show window. While the most artistic window display will draw only a small crowd at a time, the sidewalks will be fairly blocked to see a few ordinary chickens or rabbits, or a couple of white mice.

W. A. Barr & Co., Merlin, make an important sideline of implements, being agents for the Dominion Carriage Co., Toronto, and looking after McCormick and Deering repairs.

Robt. Ross of Leamington, who recently secured the contract for looking after the plumbing department of D. H. McKay, Kingsville, will also continue business in Leamington, having shops in both towns.

W. A. Barr & Co., Merlin, are putting a new corrugated galvanized iron roof on their store.

J. E. Guild, Highgate, has the contract for a new metallic roof for the Hotel Victoria. Mr. Guild has been actively pushing the metallic roofing and siding business, and with considerable success.

H. M. Sweggles, hardwareman, of Comber, spent a few days last week with his father in Wayne, Mich.

Incidentally, on the suggestion of ex-president Wm. Anderson, it was decided to have notices printed for posting in the offices of the members of the Association, to the effect that they will not make use of programme and other "illegitimate" advertising and will not purchase tickets at their places of business. This is in accordance with the resolution of the association to this effect passed some two years ago, the printed notices making it easier for merchants to "turn down" programme solicitors and ticket sellers. Mr. Anderson added that he would later bring up the matter of calendars, with a view to securing concerted action on the part of the association.

D. H. McCay, who recently bought out S. L. McKay's hardware business at Kingsville, has secured the services of Mr. Ross, of Leamington, to look after the plumbing department.

Extensions of the C. W. & L. E. electric line, now connecting Chatham with Wallaceburg, on the north, and Lake Erie on the south, are contemplated, and will likely be forthcoming.

May 25.—The gunsmithing and sporting goods store of W. H. Nichol was entered from the rear last night by burglars, who carried away several big guns and three or four revolvers. The marauders apparently got away in a row boat. Strong hopes are entertained of catching them.

The city by-law governing transients and peddlers was revised last week, the point having been raised in connection with a recent prosecution that the $100 license fee hitherto imposed was prohibitory and was in fact intended to be prohibitory. The new scale of fees is as follows: one or two horse rigs, $100; push carts and other vehicles, $50; packs and other receptacles except baskets $25; baskets, $15: persons taking orders on behalf of other persons living outside the county, $50. Furthermore, certain classes of peddlers are excluded from King St. and the market square. Ald. Brackin, who is also solicitor for the man Favata, who was recently prosecuted, made a strong plea for the fixing of the push-cart fee at $25 instead of $50; but was effectively answered by Mayor Westman. Merchants are hopeful that now the by-law

has been definitely fixed, the city will go ahead and enforce it, with a view to determining if possible the hazy question of the city's powers in such matters.

John Carver, for some time past an employe of Stephens & Douglas, has left for Detroit, where he has secured a situation.

The case against the Chatham Gas Co., charged with selling unpurified gas has been again adjourned, and a settlement is being negotiated. It has been pointed out that the government regulations apply solely to gas sold for illuminating purposes, and that fuel and cooking gas is not required to be purified.

Mayor Westman, of Westman Bros. has been working diligently to secure a Chatham-Detroit boat service, in place of the steamer City of Chatham, which was recently sold for service on the northern lakes. The Chatham Navigation Co. wish to purchase a boat, but so far none have been found to answer all the requirements.

Though it should be difficult for so large an article as a push-cart to long remain lost, strayed or stolen, Mayor Westman's is an exception. It vanished fully a month ago, and the police have not yet been able to locate it.

Jas. W. Fleming & Sons, of Blenheim, have been awarded the contract for the plumbing, gas fitting and similar work for the new Presbyterian manse here.

W. D. Samson, hardwareman, Blenheim, on Friday celebrated the 30th (pearl) anniversary of his wedding. The anniversary was made the occasion for a pleasant at-home tendered by Mr. and Mrs. Samson to their friends.

An interesting gas question has been raised in Blenheim. At the time natural gas was introduced, the point was raised that the product had to be purified for illuminating purposes. At the suggestion of the company, a clause was inserted prohibiting the company from selling gas for lighting, the town readily agreeing since the gas would otherwise compete with the municipal electric light plant. Patrons who took gas for cooking and fuel, however, proceeded to instal lighting fixtures; and the technical point is raised that, having bought and paid for the gas, it is theirs to use as they see fit.

Chas. Long, Wallaceburg, who has been conducting a gasfitting business for W. C. Crawford, of Tilbury, has severed all connections with the latter, and is now carrying on business for himself at the same stand.

J. W. Husband, hardware merchant, of Wallaceburg, was taken suddenly ill at his store last Thursday afternoon, and had to be taken home. At last reports he was rapidly recovering.

Garnet Wells, formerly of Wells & Wells' hardware store, Dresden, has bought the coal, wood and cement business of George Baker. V. L.

FORT WILLIAM.

May 25.—Building permits in Fort William for the months of January, February, March and April total $1,548,675, distributed as follows: January, $17,050; February, $315,625; March, $56,000; April, $1,160,000. This includes two elevators one church and one business block of importance.

In May the permits include a $30,000 building for the Dominion Bank, and a $10,000 building for the wholesale butchers, Gallagher, Holman & Lafrance, and a wholesale plumbers and steamfitters building which is being erected by a combination of local men. Excavation is now completed for both bank and the Gallagher, Holman & Lafrance buildings.

Hardware men are making a special effort in selling fishing tackle, J. & T. M. Piper advertising it extensively, and Gerry Bros. being in the field offering a ten dollar prize to the man who catches the largest speckled trout this season and a five dollar fishing tackle for the man who catches the largest fish of any kind. The only restriction put upon the competition is that the fish must be weighed on the scales in Gerry Bros. store. J. R. L.

News from West of Great Lakes

New Hardware Co. in Crow's Nest District—Active Railway Construction at Saskatoon—Brisk Building at Calgary and Victoria.

SASKATOON.

May 15.—J. F. Cairns has returned from a business trip to Winnipeg.

The west window in Cairns' store is being utilized this week for the display of screen windows and doors and an assortment of crockery.

Andrew Caldow, representing Benjamin Moore & Co., Toronto, was in the city this week, in the interests of his firm.

Henschel & Co., of Rosthern, are re-building their store. D.G.R.

May 21.—J. F. Cairns, general merchant, has issued a spring catalogue covering all the departments in his store.

J. H. Ashdown, of the Ashdown Hardware Co., of Winnipeg, was in the city this week on his way west to Calgary and Nelson, where he will visit branches of the big wholesale concern. Mr. Ashdown was shown round town by Mayor Wm. Hopkins, proprietor of the Hopkins Hardware Store, and J. Noel Niven, the firm's Saskatoon representative. This was the pioneer hardwareman's first tour through this district. While in town he intimated that in the future he might possibly locate a wholesale branch of the business here.

A. R. Mann, of the Northern Construction Co. and D. Campbell, superintendent of construction, were in town this week in connection with construction work on the Saskatoon to Calgary branch of the C.N.R. The grading gang have begun operations south-west of the city and it is expected that steel-laying will be started very soon. A good deal of material is now stored in the yards ready for the work to begin.

On Tuesday the ratepayers of Saskatoon voted down a money by-law for $30,000 to be used in the purchase of a market site and the erection of buildings thereon. A by-law for $5 000 for temporary city offices carried. $10,000 will be spent in road-making machinery and $36,000 in extensions to the electric power plant and buildings. A by-law for the erection of a collegiate institute at a cost of $125,000, carried by a large majority.

Tenders are being called for this week on the Union Bank building to be erected at the corner of 2nd Ave. and 21st St. The building will be two storeys, of Tyndall stone and brick with a frontage of 75 feet by 35 feet. The plans were prepared by Darling and Pearson, of Winnipeg and Toronto, and a member of the firm is expected in town this week to let the contract. It is expected that the block will be ready for the staff to move in early in the fall.

Two drinking fountains which were placed in the streets are being connected up with the city water supply and will be in operation shortly.

The wheat in this district is now showing well above the ground. The spring was a very favorable one and seeding operations were got through with rapidly. The seed bed is in good condition and the soil in first-class shape for rapid growth. The crop conditions at the present time are very favorable. D. G. R.

VANCOUVER.

May 18.—The question of securing waterpower to meet future civic exigencies is now being discussed by the city council. A sub-committee brought in a report recommending that options be secured, without money considerations, on water powers within a radius of fifty miles of the city, for a sufficient length of time to enable an engineer to make report and for the council to submit a by-law to the ratepayers. It was pointed out by a member of the committee, that at the present rate of growth, the city's water supply is good for fifteen years, but in 1918 the city will have the option of purchasing the electric system of the B. C. Electric Railway, and if this is taken up then power should be ready to operate it. Still, it was argued that there is much uncertainty regarding power and by that time other means of propulsion may have been discovered or developed. In the interior of the province, the Couteau Power Company is making arrangements for present profit, and a representative is interviewing towns in

the Okanagan and within a reasonable distance of Shuswap Falls, to see if they will take power. It is proposed to establish a plant at the Falls, and this preliminary enquiry is being instituted to arrive at some idea as to how much will be required.

A license has been granted as an extra provincial company to the Crow's Nest Hardware Company, which has its offices in Frank, Alberta, just east of the British Columbia boundary. It will do business in other towns in the Crow's Nest Pass district, the attorney for the province being Louis W. Kirks, hardward merchant, of New Michel.

J. Rodway, who is going to erect a store to carry on a general hardware, tinware and furnace business, paid the record high price for property in Grandview, the name given the southern east end part of the city. He paid $4,700 for a 33-foot inside lot on Park Drive, the main thoroughfare in that section.

May 22.—"Pretty busy to-day" is the general remark when the Hardware and and Metal man asks merchants how things are going. It is a good sign, and when men are busy they have no time for complaints. Ordinary annoyances are overlooked, for when a man has all that he can do he is good-natured enough to pass over small matters when not altogether right.

Another sign of activity is the way in which the local shipyards are working. The ways are always filled, and vessels are waiting their chance to get on for annual overhauling. In North Vancouver, the Wallace Company has overhauled several tugs and small steamers, besides constructing scows and fishing dories. At the Vancouver Shipyards in addition to overhauling work, two launches are being built, one for F. S. Barnard, Victoria, and the other for W. R. Jones, this city.

The open shop principle was strongly declared for at a largely attended joint meeting of the Employers' Association, building contractors, plumbers and fitters, electrical contractors, sheet metal contractors and other allied trades. The following resolution was unanimously passed. "That this meeting is of the opinion that it is not in the best interests of the building trades or beneficial to the city in general that the card system should be recognized in any way, and we pledge ourselves to assist each other in every way possible to carry on our business on the open shop principle, which gives an opportunity to every capable man to earn a living whether a member of a union or not."

Permits to the value of $72,890 were issued last week, and with the exception of a stable or two and some alterations to the Pioneer Laundry, all were for dwellings, ranging from $1,000 to $4,000. The largest was for $5,900.

Tenders for cement sidewalks opened at the meeting of the Board of Works, on Tuesday evening, were very close, and Palmer Bros. secured a large contract at 11 7-10 cents per square foot, the next best being 12 cents. M. P. Cotton will do the block paving on five blocks on Georgia street for $61,053. His closest competitor offered to do the work at $61,357.

W. H. Leek, of Leek Bros., heating engineers, J. J. Banfield, insurance and real estate dealer, J. N. Ellis, lawyer, and others are interested in a project to supply buildings with steam heat from a central generating station, and have organized the Vancouver Steam Heat Supply Company. They are now asking the city council for permission to open streets and alleys to install their system of pipes. Speaking of the matter Mr. Banfield said the formation of such a company had been talked about for a number of years. One of its great advantages was that it would lessen the cost of fire insurance. It could be served cheaper than any other form of heating and would tend to do away with the smoke nuisance which must become worse in a growing city like Vancouver. Mr. Leek stated that Mr. Eddy, of Chicago, had been looking into the proposition, and it was considered that better and more convenient connection could be got if the streets were used for the pipes. The company could supply heat more cheaply than the individual, and it would do away with the cost of keeping a janitor and fireman in large buildings and the condensation from the steam would belong to the user. In Seattle, he said, the city charged nothing for the use of the streets. The company in Vancouver was composed entirely of local men. It was not their intention to put in a pressure system, as they could not supply power to compete with electricity. The steam would be drawn through the pipes by a vacuum, and the amount used would be gauged by the water into which it condensed, as so many pounds of water made so many pounds of steam. Mr. Leek said he was looking into the question of using the city incinerator for generating purposes. That was a new point, as he knew of no city where it had been done. Before anything is done by the city council, the company will submit a full and written statement of what it would ask for in the way of privileges.

VICTORIA.

May 20.—Victoria's building permits for the week ending May 15 numbered the same as those of Vancouver for the same period, 27 in all. The total value of the Victoria buildings was $119,230, that of Vancouver $69,650, making almost $50,000 more, for the week, than Vancouver. The activity in building continues and many permits are being issued daily. The most noticeable point is the large number of dwelling houses going up. The local contractors have their hands full.

Among the business blocks to be built in the near future is a fine one for Dr. E. Hall. The building will be modern throughout, of three storeys in height and will be mostly used for offices. One of the others is a large addition to the present Dominion Hotel. The additions planned are for four storeys which will give a uniformity to the block. The building will be 70 feet on Blanchard street and 64 on Yates, with shops on both streets. Ten large sample rooms are to be put in for the use of commercial travelers coming to Victoria. Baths are to be put in every room. Building in this section of the city is going on in great style, four new blocks are either in process of construction or are planned for the next few weeks.

At the council meeting this week Alderman Humber moved the resolution of which he gave notice some days ago, calling for the preparation of plans and estimates for five public conveniences and the selection of sites for them by the mayor and three aldermen. All the council believed this was a matter which needed urgent attention but voiced the opinion that there would be no money available this year to do the work. Ald. Humber said he considered the matter so important that he would introduce a by-law to borrow $10,000 if necessary, when an estimate of the cost was received from the engineer. A committee was formed to select sites.

In the municipality of Oak Bay, building permits have been issued to the amount of $33,000 this year. The by-law to raise $30 000 to provide for the laying down of a water distribution system was passed by 66 to 1. Work is to commence at once. A meeting is to be held to arrange for the ordering of the pipe a preference being given to English pipe.

There is a very large increase in the assessment of real estate reported to the city council by the city assessor. The total this year is $28,330,460, an increase of $3,689,595 over last year. This is the largest yearly increase and the value of real estates amply justifies it.

A large lumber and shingle mill is to be erected at Esquimalt. A very good location has been secured and a spur line will connect the mill with the E. & N. Ry., which passes close to the site The first outlay will be somewhere between one and two hundred thousand dollars. Another mill is also to be built by C. H. Dickie on Quamichan Lake and will tap a very large timber country.

W. B. C.

NEW WESTMINSTER.

May 15.—A movement is being agitated in New Westminster for early closing on Wednesdays and Saturdays during the summer months, but there is considerable opposition among the merchants. At a meeting, when the matter was discussed at some length, C. Bryson, on behalf of the hardware men, said they were compelled to close on Saturday, and it was a better day for them. A. James said Wednesday was impossible, and the hardware men would stick to Saturday. George S. Blakely also championed the cause of Saturday closing for the hardware men, saying that Trapp & Co. had a large farmers' business which had to be attended to. Another objection taken against the Wednesday closing was that

the government offices and banks were open on that day. Finally, a resolution to close up if the whole town closed up, was unanimously passed. A committee of clerks will get signatures, and arrangement for the inauguration on June 1st was left to a committee of merchants.

May 22.—H. Stead and B. W. Sparks have purchased a waterfront lot from the city with the intention of starting a shipbuilding yard in the near future.

All the hardware merchants here have agreed to close their stores from one o'clock until seven on Saturday afternoon during June, July and August and probably September. No definite action has yet been decided by the merchants in other lines of business with regard to a weekly half holiday.

B. D. F.

WINNIPEG.

May 25.—O. C. Reinecke, manager of the Dahlstown Metallic Door Co., of Jamestown, N.Y., has been in the city during the week in the interest of that firm. Mr. Reinecke is trying to dispose of the Canadian patent, which he values at $100,000.

During Mr. Hyman Miller's four months visit to England and the continent, from which trip he recently returned, special cognizance was taken by him of the industrial and commercial condition of Great Britain.

"Business in England," he said, "is in a much more depressed condition than it has been for years. This is a result of the dumping of cheap products in Great Britain, and which allows German goods to flood the market, much to the detriment of the English manufacturer and workman. There are numerous industrial institutions in Great Britain to-day which have either closed their doors or are working on short time with thousands of operators out of employment."

The annual meeting of the Winnipeg Board of Trade was held on May 20, when officers were elected for the ensuing year. H. M. Belcher, the retiring president, before leaving the chair to be succeeded by E. D. Martin, made some encouraging remarks in his review of the past year's work.

The Sherwin-Williams Paint Co. are opening a branch warehouse in Vancouver. Mr. Fallis, the Winnipeg manager, has just returned from that city and reports excellent prospects for the trade in British Columbia.

It is obvious that the credit system cannot be inaugurated at once in the retail hardware business, but the cash system is gradually gaining ground. It is generally felt, however, that the cash system is not being introduced as quickly as it might be, owing to the laxity on the part of many retailers in not protecting the trade in reporting "bad pay" customers. At one time in this city there was a book preserved by the united co-operation of the hardware dealers in which the names of bogus customers were kept. At present this book is mislaid, and no effort is being put forth to safe-guard the trade in this regard. It is not the wish to make public all the inner workings of the hardware merchants association, but it can do no harm for the customer to know that there is a black page in a black book, somewhere, where his name should be inscribed if he deliberately athwarts the payment of honestly contracted debts. Every retailer longs for the millenium when his business will be on a cash basis, but nothing short of co-operation in such matters as that which has been pointed out, will lead the trade to any standard of excellence.

L. C. H.

CALGARY.

May 20.—The Bank of British North America are making very extensive improvements to their present building on Eighth Avenue. The alterations call for an expenditure of $30,000. Darling & Pearson, of Winnipeg, are the architects in charge.

There have been a number of lots on Eighth Ave. changing hands at very high figures. The Ellis & Grogan property has been sold to The Molsons Bank at $1,000 per foot, and the D. J. Young property changed hands at $1,200 per foot.

Things are developing much better than expected for the forthcoming exhibition. The majority of those exhibiting last year, have already re-engaged their space, and it is expected that the managers will have as difficult a task in providing accommodation as last year.

H. R. Dudley Smith will build a $2,350 residence on Seventeenth Ave. west.

Bert A. Stringer has been granted a permit to build a $4,000 residence on American Hill.

Batchelor, Marshall & Skarin have been awarded the contract for $40,000 worth of cement walks at Lethbridge.

Excavation has begun for another large business block on Eighth Ave. west. J. S. Mackie is the builder. The building will be 50x120, four storeys in height, with store front and cost in the neighborhood of $40,000.

A. R. A.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Metal Building Material.—"Illustrated Price List No. 70," is the title of the latest catalogue issued by the Metallic Roofing Co., Toronto, illustrating and describing tools, metal shingles, roofings, sidings, eavetroughs, conductor pipes and ventilators. The catalogue is printed in both English and French, which, while a novel idea, should prove useful to hardwaremen living in a French-speaking community. Some important information is given respecting roofing in general and metal roofing in particular, and a series of instruction lessons on laying metal coverings on various styles and sizes of roof is given pretty fully. Among a number of other claims held out for the Metallic Roofing Co.'s output are that its roofing is fire, lightning, rust and storm proof.

Empire Light.—The catalogue of the Empire Light Co., Montreal, illustrates the various types of lamps turned out by this company. The range is a wide one and shows how this method of illumination has been applied to various purposes of lighting. The Empire light is a system by which ordinary coal oil is vaporized and burned in a mantle, the light being enormously increased and consumption of oil greatly decreased.

Harris Rotary Ventilator.—The catalogue issued by the J. W. Harris Manufacturing Co., Montreal, is an interesting little booklet, describing the uses and advantages of the Harris Rotary Ventilator. The chief feature of this ventilator is that its motive power is derived not only from the slightest current of air, but by the difference of temperature within and outside the building. The ventilator can be fitted on any kind of building, and used for any kind of ventilation. The ventilator is fitted with a screw on the inside by means of which a constant current of air is established.

Tanks of Steel.—The Steel Trough & Machine Co., Tweed, Ont., makers of steel troughs, tanks, cisterns and dairy supplies, has issued, in pamphlet form, a small catalogue, descriptive of their manufactured goods. Beginning with a comparison of life in the country with that in the city the catalogue tells how farm living is modernizing itself with heating appliances and waterworks systems. It is with the latter class of work that the Tweed company is more directly concerned. However, barn and farm-yard tanks and cisterns are also made by the company, as well as animal troughs, milk tanks, cattle stanchions and feed cookers. Steel street sprinklers are a prominent line and grain feed boxes and barrows, pails, nail bins, wagon springs and a great many other lines of articles made from metal are products of this company.

Measuring Tape.—Keuffel & Esser Co. of New York, and 252 Notre Dame West, Montreal, have issued a new and compendious catalogue of their drawing materials, surveying instruments, measuring tapes, etc. Many fine illustrations with clear descriptive matter lift the book from the ordinary run of catalogues, and make it a number that engineers, surveyors and others should keep by them. The extensive lines of the company are interestingly dealt with, and altogether the catalogue contains same 540 pages. In dealing with tapes reference is made to the new Keco finish. In old style steel tapes the graduations and figures are hard to notice, but with this finish a dense even black tape line is given which shows up with great clearness the markings on the tape. In addition the Keco finish wears well, guards against rusting, and obviates the necessity of greasing the line to protect it.

The Belleville city council have been asked by the Board of Education to submit a by-law to the ratepayers for the issuing of $70,000 by debentures for the erection of new school buildings.

SISAL AS A ROPE MATERIAL.

The sisal or heniquen plant of Yucatan, according to Plymouth Products, has been used for its fibre for many centuries, but the present development of the industry dates back but comparatively few years, during which time great progress has been made in putting it upon a highly practical basis as regards both the cultivation of the plant and the preparation of the fibre. Labor-saving machinery is now used in place of the old hand methods for extracting the fibre,

The cultivation of the heniquen is now carried on principally upon large farms or plantations known as haciendas, many of which have made their owners enormously wealthy. In starting a field of plants the suckers or hijos are set out in rows, and cultivation is carried on once or twice a year to keep down the weeds. The appearance of the fields of sisal and of the growing and matured plants may be seen from our illustrations. When the plant has been growing about five years some of the long sword-like leaves will be ready to cut, those around the base of the plant maturing first. The time for cutting is indicated by the leaves assuming a nearly horizontal position, instead of the more upright one of the younger leaves, at which stage the fibre is at its best. Then the natives with their corbas go through the fields and cut off the matured leaves, trim the sharp thorns from the sides and ends, and tie up the leaves in bundles of fifty, ready to be carried to the cleaning mill.

The plant continues to yield a supply



Hanks of Manila and Sisal Hemps.

of leaves for a period of from ten to twenty years. The end of its usefulness is marked by the appearance of the flower stalk or "pole," and the plant soon dies.

Most of the large haciendas are supplied with portable tracks, and small cars carry the bundles of freshly-cut leaves from the fields to the cleaner house, where the pulp is scraped from



Manila Hemp Growing.

the fibre by the powerful cleaning machinery.

The bundles of leaves are taken up on an elevator and along a carrier, which feeds them into the machine. The grip chains of the carrier hold the leaves, while the scraping wheels clean the pulp from the fibre, first one end of the leaves being cleaned and then, as they are carried farther along, the second wheel cleans the other end. This leaves the bundles of the fibre still in the grip of the carrier, which takes it out of the machine, as shown in the picture. It is then carefully hung in the sun to dry. When thoroughly dry the fibre is taken to the press and made into bales weighing about 350 pounds each.

Manila rope is frequently adulterated with cheaper and inferior fibres and so sisal in its turn has its inferior imitators, the most common of which is known as istle, a fibre which also grows in Mexico, as well as in other parts of the world.

HOW TO FILE SAWS.

Get a strong, close-fitting clamp Brace it firmly, or, better, get a clamp that does not need to be braced. Do not adjust the clamp, but always use it set level and plumb. Get a saw jointer and never file a saw until it has been joined.

Choose a file that is straight and sharp on the corners, as against a file that is warped and blunt cornered. Get a six-inch file; a small file is too light to cut steadily and too short for a true, steady stroke. The angle of the two files is the same, and a fine-toothed saw does not require a small grindstone.

Use an irregular shaped handle on the file. This may prevent its turning in the hand knowingly and cutting the teeth at a ruin rake. A long handle will give direction, steadiness and uniformity to the stroke. Push the file full length with a firm, steady pressure. Grasp the handle firmly so that it may not turn in the hand. Hold the file hand in exactly same posititon throughout and the rake of teeth will be the same. In turning the file so as to wear each side equally, observe to get the rake to correspond with the rake of the previous work. Wear all sides the same or at some stage of the job a sharp side will cut too much or a dull side will cut too little.

After joining, some teeth will show a larger flat place where the point should be than others. These teeth were longer than the others and also larger at the base. Here is where the eye must measure distance. File these teeth first, cutting from the face or back as may be necessary to correctly space the points with relation to each other. In doing this, pressure upon the file must be directed against the place to be cut, and carefully held away from perhaps a badly dwarfed tooth. In doing this use the sharp side of the file where the cutting is to be done, and, if necessary, grind away the sorrigations on one side of the file, that the smaller teeth may be protected.

A small board laid back of the clamp, with lines drawn to indicate the bevel of the cutting edge, will aid in guiding the execution of this important detail.

In filing a saw, stand at the point facing the heel. Do not sit down, you will be much steadier on your feet. Lay the file at a sharp angle, fully forty-five degrees across the blade and tipping slightly toward the point. This position will be awkward for a while, but it will become natural in time. It has the advantage of giving the operator full view of his work, and no wire edge is left on the point of the tooth. These wire edges are the delusive dull point that even the trained operator too frequently tries to file away.

As to the care of a saw, no particular instructions are necessary. As a rule, the keen cutting edge is more often raked off in handling tools in and out of the chest than elsewhere. A workman so careless to thus dull his tools is not likely to be benefited by calling his attention to it, and unless a workman is grossly careless it would not occur.

There is such a thing as being "nail wise," and some workmen appear to have a sort of second sight in the matter of knowing where a nail is hidden in his course. As a matter of fact, such workmen are simply wide awake, yet it is probable that few anticipate a nail that they have not at some previous period encountered a nail under very similar conditions. If your correspondent remembers where he has cut nails it will not be worth much to him as a knowledge of how to care for a saw.

The Free Methodists, of Peterboro, Ont., have purchased a site on which they will erect a church in the near future.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

CASH REGISTER, high grade, nickel plated. Registers one cent to twenty dollars. Perfect condition guaranteed. Half price, $55.00. The R. O. Smith Co., Orillia, Ont. (23)

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Horning press. Apply 530 Delaware Avenue, Toronto. (24)

WANTED—Toggle Press. Apply Box 844, HARDWARE AND METAL, Toronto. (24)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Manufacturer's agent for Nova Scotia and New Brunswick, with hardware experience. Address, Box 325, Montreal. (23)

BUSINESS CHANCES.

FARM FOR SALE OR EXCHANGE for stock of hardware. 177 acres, famous Red River valley, 35 miles south of Winnipeg, 5 miles north of Town of Morris. Good graded road to town. This land is high and dry and first class soil. Price, $17 per acre. Address, Box 848, HARDWARE AND METAL, Toronto. (22)

HARDWARE BUSINESS FOR SALE in good live town 100 miles east of Toronto. Address Box 841, HARDWARE AND METAL, Toronto. (24)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

AN EXTRA 1 PER CENT.—A National Cash Register will earn at least an extra one per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF YOU are looking for a side line to add to your business there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want, while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or someone else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. Toronto Phonograph Company, Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink, which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Experienced paint and glass traveler State previous experience and salary expected. Box 9, HARDWARE AND METAL, Winnipeg.

WANTED—A traveling salesman for the province of New Brunswick by wholesale hardware house of Montreal. Only A1 men need apply. Address Wholesale, Box 2310, Montreal. (tf)

WANTED—At once, manager's assistant for retail paint department. Only experienced men need apply. Ashdown Hardware Co., Retail Store, Winnipeg, Man. (22)

WANTED—A good smart boy with one or two years experience in the retail hardware trade. Apply, stating wages expected, to N. H. Bowers, Massey Station, Ont. (22)

WANTED—Tinsmith, inside work. Apply 530 Delaware Avenue, Toronto. (24)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tinware business, with tinshop tools. Stock about $4,000. Can be reduced to suit purchaser. This is a good growing business in a splendid section of country. Good reasons for selling. Apply Box 832, HARDWARE AND METAL, Toronto. [23]

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SALESMAN, assistant buyer or manager, or other position of responsibility, with wholesale or jobbing house, by man of twelve years experience and at present with one of principal jobbers. Box 850, HARDWARE AND METAL, Toronto. (23)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ESTIMATING, by Edward Nichols, Architect.—140 pp., 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ROOFING, CORNICE AND SKYLIGHT MANUAL.—Consists of 3 articles: Tin Roofing, including flat and standing seam roofing; Cornice Work, describing equipment for country shop and method of developing patterns; Skylight Construction, treating of a skylight without a ventilator and also with a ventilator in the top. 175 pages, 170 illustrations, 13 plates. Price $1.50. MacLean Publishing Co., Technical Book Dept., 10 Front Street East, Toronto, Canada.

Development of the Tungsten Lamp

A Practical Treatise Showing the Application, Characteristics, Efficiency, Life and Performance of Tungsten Filament Lamps.

The successful development of the tungsten lamp is one of the most important achievements in the history of electric lighting, and the rapid introduction of these lamps into general use is significant of their advantages. A short time ago the tungsten lamp was only a promising laboratory experiment, but its improvement has been very rapid, so that at present it possesses many good points, particularly in the quality of its light and the economy with which the light is produced.

Tungsten lamps are produced in a number of different sizes and styles. These lamps are similar in general appearance to the carbon filament lamps and are furnished in several capacities in standard lamps. These lamps have the remarkable efficiency of 1¼ watts per candle-power.

The tungsten lamp emits a light of very superior color and quality which closely resembles pure daylight. The whiteness of its light, due to the extremely high temperature at which the filament operates, has alone been sufficient to bring the tungsten lamp into high favor.

Tungsten is one of the rare metals and is found in various ores in combination with other metals. It is extremely hard and its melting point is 750 degrees C. This makes it an especially suitable material for lamp filaments. Its specific resistance is low, so that a considerable length of filament is required in 100-128-volt lamps, but its resistance increases with increase of temperature and therefore the current does not vary with the change in voltage in the same degree as in the carbon filament.

Tungsten lamps have an equally long life when burned on either direct or alternating current circuits. The 25-watt lamp which gives about 20 candle-power, comes nearest to the standard 16-candle-power lamp in size and can be used advantageously to replace the latter, and it is claimed that it gives 25 per cent. more light and requires less than half the current consumed by the standard carbon lamp. The 40, 60 and 100-watt lamps provide for various intensities of illumination as may be desired, and they may also be substituted for 2, 3 and 5-light clusters respectively, giving a good general illumination with a low current consumption.

Characteristics.

The three most important characteristics of the tungsten lamp are its high efficiency, long life and uniform brilliancy throughout its life. These features combine to make the tungsten lamp one of the most economical electric lighting units ever produced. The reduced current consumption per candle-power of these lamps is equally advantageous to both the consumer and the central station, as it reduces the monthly bills of the former and enables the latter to take on a large number of new customers without providing an increase in generator or feeder capacity.

A further and highly important advantage of the tungsten lamp to the central station is that it enables the latter to compete with gas lighting on the basis of cost. In every central station territory there is a large percentage of



25 Watt Tungsten Lamp.

possible customers who adhere to gas mantle lighting. Heretofore electric lighting has been handicapped in its competition with gas on account of the cheapness of the latter but the tungsten lamp can now compete on equal terms, and it will therefore prove of great value in increasing the service of the central station.

The efficiency of a lamp depends upon the temperature at which the filament is operated and the unusually high efficiency of the tungsten lamp which, as previously stated, is about 1¼ watt per mean horizontal candle-power, is made possible by the extremely high melting point of tungsten. This permits these filaments to be operated at a temperature which would vaporize any other material of which filaments are made. Unlike all other lamps, the initial efficiency of the tungsten lamps does not decrease appreciably with the life of the lamp. Numerous tests have shown that the diminution of candle-power during the life of the lamp is very slight and Westinghouse tungsten lamps maintain practically their initial brilliancy up to the time that they burn out.

The nominal average life of tungsten lamps when used on either direct or alternating current is 800 hours, although this life is often greatly exceeded. It will be noted that this life is about double that of the high efficiency carbon lamp.

The tungsten lamp maintains practically its initial candle-power and efficiency during its whole life, the drop in candle-power being inappreciable up to the time the lamp burns out. The resistance of the tungsten filament increases with increase of temperature, therefore these lamps are not very sensitive to variations in voltage. The current does not change in direct proportion to the voltage and this makes the fluctuations in candle-power with variations of voltage relatively small. This property is manifestly advantageous on circuits having poor regulation, as a moderate change in voltage will not noticeably affect the lamps. For example a drop in voltage of 5 per cent. will reduce the candle-power of a tungsten lamp about 15 per cent.

Tungsten lamps are rated according to the total number of watts consumed, instead of the candle-power. The lamps are tested for voltage at a uniform efficiency of 1¼ watts per candle-power. This method of rating insures the lamps burning with a uniformly brilliant appearance. The slight variation of candle-power and total wattage which may occur in the lamps is unnoticeable and is of no importance in comparison to the advantage of having all the lamps burn at a uniform temperature.

Illumination.

The quality of the light from tungsten lamps is a pure white which resembles clear daylight. Under this light, colors appear in their true value, and slight distinctions of shades and colors are as readily appreciated under the light of a tungsten lamp as th y are by daylight. This makes the tungsten lamp of great value in places where it is necessary to match colors accurately, as, for example, in dry goods stores.

The C.P.R. are planning additions to the depot in Brandon. Estimated cost, $10,000.

It is stated that the Michigan Central Railroad will commence shortly the erection of a new depot at Windsor, estimated to cost $75,000 to $100,000, and a new 25-stall roundhouse.

SAVE MONEY

By Using Our

Corrugated or Plain Round Conductor Pipe

made in 2", 3", 4", 5", 6" diameter by 8′ and 10′ lengths without a cross seam. You can buy this perfect pipe for much less than you can make up pipe in 30′ lengths. Our Eave Trough is the best; it is machine made on a steel die and every length is the same.

SEE THAT YOUR WHOLESALER SUPPLIES YOU WITH OUR PIPE AND TROUGH

Winnipeg Ceiling & Roofing Co.

Manufacturers Corrugated Iron, Metal Ceilings, etc.

Winnipeg - - - Manitoba



If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our Refined Linseed Oil.
All orders for this brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG and CALGARY

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE EVERYWHERE

Three In One

We have just issued under one cover new booklet containing

First
Illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us today.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph up to Noon on Friday.

The rural merchants are not busy at the present time, owing to the extensive seeding being done in all parts of the country. As a consequence the wholesale trade is not heavy for immediate shipment to rural points, although orders for fall shipments are fair. No one is discouraged over the present situation, since all are agreed that a good crop is best in the ultimate for the general trade. What the wholesalers are losing from the rural merchants, they are gaining from the city merchants. Dealers are replacing vacancies made by the rapidly moving seasonable goods by issuing orders for fall stocks.

The general tone of the trade is very good. The writer caught a local dealer at his books early one morning, in the act of making the comparison of the past week's trade with the same week one year ago. He said he should feel encouraged, as it was fully 40 per cent. better. Paints and lawn fixtures were the chief items on his books, as they have been with the average merchant.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized, wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to No. 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSENAILS—"MRM," cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS—$2.90 per keg base.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron, 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. copper; No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal, 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 12¾; British manilla, 11½c. Lath yarn, 9½c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise plain, 45c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette tarred, 84c; Cyclone, tarred, 78c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance, Primers, Canadian, $1.55; Americans, $2.00. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20.00; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25.00; Canadian, $22.50. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PRESSED SPIKES—¼x5 and 6, $4.60; 5-6x5, 6 and 7, $4.25; ⅜x6, 7 and 8, $4.10; 7-16x7 and 9, $4.00; ½x8, 9, 10 and 12, $3.90, ⅝x10 and 12, $3.75. All other lengths, 25c extra, net.

PIG LEAD—$5.00. Lead pipe, $6.00.

SHEET ZINC—Casks, $7.50; broken lots, $8.00.

COPPER—Planished copper, 33½c per pound; tinned, 24c.

IRON PIPE—Black pipe, ¼ in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4.00; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70, 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.00; ½ box, $4.75; IX. full box, $9.00; ½ box, $5.75; IXX., full box, $13.00; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES—Half polish, 6 and 7 inch, $3.00; 8 inch, $3.25; full polish, 6 and 7 inch, $3.75; 8 inch, $4.00.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c; Eldorado castor, heavy, 27c; medium, 26c; Ruddy harvester, 28c; standard gas engine oil, 36c; Renown engine 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 22½c; f.o.b. Winnipeg, cases, $2.50.

Edmonton Quotations.

Barb wire, $4.00 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES — MRM and "Bell," $5.15 base.

HORSENAILS— MRM, new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

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The Sherwin-Williams News

VOL. I. SOMETHING NEW EVERY TIME NO. 9

Published by
THE SHERWIN-WILLIAMS CO.
Canadian Headquarters and Plant:
639 Centre St., Montreal, Que.
Warehouses:
Toronto, Ont., and Winnipeg, Man.
Edited by
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The Little Paint Man

SELL TAXITE

Every can of Taxite you sell represents a bill of goods for refinishing—and if you're right on the job, you should make this sale, too.

Taxite is a good seller all the year 'round.

Taxite is so simple to operate that by following the directions printed on each package, the customer cannot fail to secure satisfactory results.

Taxite is heavy bodied and can be used on upright surfaces as well as on horizontal surfaces, this being a great advantage over the great majority of preparations for this purpose on the market.

It does not interfere with the drying or durability of subsequent finishing coats.

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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A veneer mill is to be erected at Mansonville, Que.

C. Jobin & Co. will erect sawmills at St. Augustine, Que.

The Deseronto Iron Co. at Deseronto, Ont., is again in operation.

Odleifson & Thornsteinson are erecting a sawmill at Gimli Ont.

C. H. Dickie, of Duncans, will build a lumber mill on Quamichan Lake, B.C.

A $20,000 addition will be put up at the Arrowhead Lumber Mills, Kamloops, B.C.

J. H. Lavelle and W. J. Hickey, are about to start work on a new box factory at Welland, Ont.

The Prince Albert saw mills have started operations. Seven hundred men are given employment.

The Provincial Steel Works at Cobourg began active operations on May 8. It is just about six months since the first sod was turned.

Plans are stated to be under way for a large lumber and shingle mill on Esquimalt Harbor. The names of those behind the project have not yet been divulged.

The St. John Board of Trade are negotiating with Bonnel & Hardy, of London, Eng., who are looking for a site for the erection of a large paper mill.

Inside of two months time Port Arthur expects to have the biggest stone cutting plant in Canada. The Stanworth, Martin Co. will greatly enlarge its present plant.

The Nordin Co. will build a large up-to-date woodworking factory and lumber mills at Tide Head, near Campbellton, N.B. A large quantity of machinery has been ordered from Sweden.

R. J. Watson, Dominion Government Timber Agent, is erecting a sash and door factory in Revelstoke, B.C. The management of the factory will be in the hands of his son, Gordon Watson and O. West.

Architect Darrach is preparing plans for a cement roller mill for S. V. Wilson, of Union, Ont., to be erected on the former site. The mill will be modern in every respect, and will be operated by water power.

The gas range trade is exceptionally brisk, the demand being the greatest at present in the history of the company. About 1,000 men are employed by McClary's in London, and about 250 in the different warehouses throughout Canada.

A number of Pittsburg capitalists are considering London as the possible site of a large manufacturing concern. The plant when established will be a large one, employing 600 men. The authorities refuse to divulge the name of the company.

A. MacLaren, president of the North Pacific Lumber Co., whose mills at Barnet, B.C., were recently destroyed by fire, states that the erection of a more modern mill will be begun immediately. The new mill will cost about $350,000.

The Palmer piano factory at Uxbridge erected a little over a year ago, and which has been unoccupied since the failure of that company, has been sold by the town to a company being formed in Toronto with a capital of $25,000 to manufacture caskets.

It is reported that the general business of the Canadian Pacific Railway, on the Pacific Coast Division, is in excess of what it was at this time last year. This applies chiefly to freight, and is caused by the greater revival in the lumber shipping to the Northwest.

J. H. Brown, a Montreal mining engineer, has purchased the Galena property at East Bay, C.B., and is in Sydney looking over sites with a view to erecting a smelting plant for the refining of precious metals. Mr. Brown has just finished a similar plant at North Bay.

The industrial committee of the St. Thomas council are considering the prospects of securing an industry manufacturing an attachment to reaping machines. The company is not asking for a bonus, simply a sufficiency of land on which to place their buildings and a few other concessions.

The lumber mills of Vancouver Island are now finding it necessary to operate their plants continuously to their full capacity. The Genoa Bay Mill, owned by the International Lumber Co. is preparing to open up after being shut down for twelve years. Much the same condition of affairs is apparent elsewhere. At Shawinigan and Cowichan Lakes the mills are exceedingly busy, much more so than has been the case for many months.

Nineteen new grain elevators are to be built in Alberta this summer, and work is to commence in about two weeks' time. The elevators will be built by the National Elevator Co., of Buffalo, which is extending its operations into Western Canada. The points decided upon are Macleod, Granum, Claresholm, Staveley, Nanton, Cayley, High River, Crossfield, Carstairs, Red Deer, Alix, Erskine, Stettler, Camrose, Bawlf, Daysland, Killam, Strome and Sedgewick.

Fort William, already famous for its elevators, seems destined to become still more famous for in addition to the large elevators already in course of erection by the Grand Trunk Railway Co. the Consolidated Elevator Co. are making preparations for the erection of another house in the vicinity of the present one at Westfort and a company headed by Mr. D. W. Black is negotiating for a site on which to erect a cleaning house. A little to the west of the Consolidated elevator the walls of the Western Elevator are beginning to show above the ground.

Business is improving rapidly in the manufacturing concerns at Amherst, N.S. Rhodes, Curry & Co. are turning out large numbers of cars. The boot and shoe factory is busy. The Hewson woollen mills are filled up with orders, particularly in the knitting mill. The success which has attended the manufacture of fine worsted suitings at Amherst is bringing the Hewson mills more prominently before the trade. Orders are coming rather freely at Robbs', and new men are being taken on. The Victor wood works have a busy summer before them. Christie Bros. & Co. are improving their plant.

Municipal Undertakings.

Owen Sound ratepayers carried the waterworks by-law.

Barton township, Ont., citizens ask for a sewerage system.

The construction of a number of sewers is contemplated at Belleville.

The extensions to Hull's waterworks system are estimated to cost $18,000.

Battleford, Sask., business men are asking for a fire protection system. Such a one would cost about $30,000.

Niagara Falls, Ont., ratepayers have approved a by-law to raise $1,800 for the construction of a low level sewer on Main Street.

James Heatley's tender for the construction of extensions to the Brampton water works system was accepted, it being the lowest.

Fernie, B.C., ratepayers have approved a by-law to raise $100,000 for the purchase of the present waterworks system and extensions thereto.

The contract of Carriere & Wilson for the extension of the Hull waterworks to cost about $7,000. was confirmed at a recent meeting of the city council.

Engineer Childs, of Calgary, Alta., has completed his report on proposed gravity water system and estimates the cost at $290,090, exclusive of reservoir.

The by-law to raise $10,000 for water extensions at Kamloops received its preliminary readings. On motion of Ald. Brown the amount was increased to $15,000.

A trunk sewer will be built on Pacific Avenue, Eighteenth Street and Rosser Avenue, Brandon. Work will commence on it at once and when it is completed $47,000 will have been expended.

The Montreal roads committee have sent in requisitions for $2,500,000 for public work, to be completed this summer. Included in this amount are sewers, $133,000; pumping plant, $55,000.

Aylmer is willing to pay one-third of the cost for the installation of septic tanks in connection with her sewerage system, provided that Ottawa and Hull bear the remaining two-thirds of the amount.

The by-law to raise $74,000 to install a water and light system will be submitted to the ratepayers of Claresholm, Alta., shortly. If the by-law carries, the town will install a gravity water system.

A new waterworks system to supply Prince Rupert will shortly be installed. Negotiations at present are proceeding between the provincial government and the G. T. P. with regard to the financial arrangements.

At a recent meeting of the Moose Jaw council, a by-law was introduced to raise $40,000 for the construction of a reservoir at Snowy Springs, and for improving the means of bringing the water to the city.

As a result of the negotiations which have been carried on during the past month between the city and the Esquimalt Water Works Co., the city will make an offer to the company for its undertakings at Goldstream.

Tenders for relaying the pipe line from Prince Albert to Goschen were received as follows: McVean & Craig, $3,237; Welsh & Campbell, $4,900; George Pickering, $4,348; Boulton & Company, $4,000; George J. Fanell, 60

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cents a foot. McVean & Craig's tender was accepted.

The Guelph sewage committee at their last meeting prepared a report recommending that they be given power to start right ahead with the work of laying the sewerage beds at an estimated cost of $25,000.

The undertaking was stopped during the winter months, but it is now expected that it will be completed by July. The conduit is to supply the city with an additional fifty million gallons of water per day. It is of concrete, and, being far underground the water will not be contaminated by dust and drainage, to which the present aqueduct is subjected. The cost of the new conduit will be $680,000. As soon as the work is completed the Water Committee will call for tenders for the laying of the "intake" pipe at Lachine, away out into the middle of the St. Lawrence.

The contract for supplying Kamloops with water pipe has been awarded to an English firm, the agents of whom are the Burton Saw Co., Vancouver. The shipment will be here in September and the work of extending mains and taking a water supply across Peterson Creek will then be rushed to completion. There were many tenderers for the pipe, the price of the English firm being $45.10 per ton of 2240 pounds f.o.b., Kamloops. This was considerably below the others and it was estimated that a saving of $500 would be effected. The contracts for the hydrants, valves and boxes will be awarded later.

Work has again been commenced on Montreal's big new waterworks conduit, which runs from Lachine to Montreal.

Contracts for the construction of the Toronto filtration plant on the Island and for equipment for the filtration plant were awarded by the Board of Control. The contracts totalled $635,089, or $114,911 less than the Engineer's estimate, $750,000. The contract for the construction of the plant was given to Dill, Russell & Chambers of Toronto, at $568,128.60. In the case of the electrically-driven stage pumps there were four tenders lower than that of Allis-Chalmers-Bullock Co., Montreal, but Engineers Rust and Hazen reported in favor of the Allis Co. because its guarantee of efficiency was the highest. The Canada Foundry Co., which was given three of the contracts, was a little higher than a Glasgow firm, but the local firm was preferred because of being local. There were five tenders for the construction of the plant.

General Building Notes.

Winnipeg Odd Fellows will erect a $35,000 temple.

W. J. Craig will erect at Toronto a $35,000 warehouse.

W. Tatley, Montreal, will build four houses to cost $14,000.

R. P. McLennan is building a $25,000 residence at Vancouver.

H. L. Stevens will erect an $8,000 mission house at Toronto.

Erskine Smith will erect a $15,000 apartment house at Toronto.

The Bank of Montreal's new branch at Toronto will cost $45,000.

The Northern Canada Supply Co. is building warehouses at Cobalt.

A. B. Brown, Toronto, will build three dwellings to cost $11,000.

The Imperial Bank will build this year a branch at Prince Albert.

An addition will be built to the provincial asylum at Selkirk, Man.

Jas. H. and Jno. L. McGuire will build a $250,000 hotel at Ottawa.

A new Masonic Temple will be erected at Ottawa, Ont., at a cost of $50,000.

F. L. Beecroft, Toronto, will build two pairs of dwellings to cost $10,000.

Henry Gaffney, Toronto, will build six pairs of dwellings at a cost of $28,000.

Geo. Lighthall will build a big apartment house at Montreal, to cost $75,000.

Three attached dwellings to cost $12,000 will be built by Albert Mass, Toronto.

The Protestant Orphans' Home, Ottawa, will be renovated at a cost of $2,000.

Two pairs of dwellings to cost 910,000 will be built by E. G. Switzer, Toronto.

At Toronto R. Mackey will build three pair of dwelling houses to cost $12,000.

Three pairs of dwellings to cost $12,000 will be erected at Toronto by H. J. Clarkson.

A. H. Bartlett, Brandon, is getting plans for a big apartment building to cost $60,000.

The Ruthenian Greek Church, Winnipeg, will erect a parish dwelling at a cost of $5,000.

A new power house to cost $45,000 will be build on McGill University grounds, Montreal.

Victoria's building permits for April were $50,000 more than in the same month a year ago.

Chas. Tellean, Vancouver, B.C., will build a $25,000 hotel on Vancouver Island at Campbell river.

Three attached stores and dwellings to cost $12,000 will be built at Toronto by McKinney & Johnson.

Tenders are being received by W. T. Williams for the new Merchants Bank building at Medicine Hat.

The Bank of British America has purchased a site on which to build a banking office at Oak River, Man.

The James Bay Athletic Assn. will probably commence the construction of a new $75,000 building at Victoria.

Chaffey & Verhoeven, Winnipeg, have been granted a permit for a three storey office building. Estimated cost $7,000.

The Standard Bank will build an eight storey office building at Toronto. Work will begin in the course of a month.

Bannerman & Horne, Victoria, will erect a $20,000 block. Construction will be commenced as soon as plans are completed.

The contract for the alterations and additions to the National Bank at Montreal has been awarded to J. B. Pauze & Co. at $126,498.

It is stated that Montreal capitalists are interested in a project to rebuild the Iroquois House, at St. Hilaire, Que., at a cost of $200,000.

The following building permits were recently issued at Winnipeg: A. C. Galbraith two houses, $4,000; E. Kuhn, house, $1,000; A. W. Cassidy, house, $1,000.

Chas. Mills, Hamilton, has been granted a permit for the erection of a three storey brick building on Jackson street for the Y. W. C. A. Estimated cost $36,000.

Montreal during April granted 231 building permits, representing an expenditure of $1,016,856, as compared with 139 permits worth $267,065 during April, 1908.

Oldfield, Kirby & Gardner, Winnipeg, will build a two-storey office on the site between the post office and the Northern Crown Bank. The total cost of the building will be approximately $50,000.

Recent building permits at Vancouver are: J. G. Rauch, $1,200; Fairview Manufacturing Company, $400; Thomas McGivern, $250; Swedish Lutheran church, $1,500; Mrs. R. Copeland, $200; T. Kornega, $4,000.

It is reported that the Northern Crown Bank will erect a new office in Red Deer. The Canadian Bank of Commerce has also purchased lots where it is expected a large and up-to-date building will soon be reared.

Smith Bros. & Wilson, Regina, have the contract to erect a stone building for E. C. Corbeau. Stoney & Van Egmond, have awarded contracts to W. M. Lambert for Geo. Peacock's residence, and the warehouse for Peart Bros. Hardware Co. to McGregor & Black.

Recent building permits at Ottawa are: N. F. Ballantyne, $5,500; A. W. Grant, dwelling, $3,300; Mrs. C. Stewart, dwelling, $4,500; C. H. Putnam, dwelling, $2,000; Wm. Stuart, additions and alterations to buildings, $3,500; Wm. Coats, apartment, $2,500; Daniel Douras, dwelling, $2,500; George Gormley, dwelling, $4,000.

Among the new buildings to be erected at Calgary are the following: Theatre to cost $20,000; three-storey apartment block, $50,000; $20,000 hotel in East Calgary; four additional storeys to Winnipeg Paint and Glass Co.'s block; International Harvester Co.'s warehouse and office building, to cost $9,000, and a grain exchange.

Peterboro's building permits continues to come in encouragingly. The following were taken out during the past week: Jos. Gray, dwelling, $1,800; Jos. Gray, dwelling, $1,800; Geo. Quinn, dwelling, $1,700; W. H. Baker, dwelling, $3,000; Jas. E. McIlmoyle, $2,000; W. J. Henry, dwelling, $1,000; Anthony Taylor, dwelling, $1,250; Alex. Choninard, dwelling, $800.

Public Buildings.

A new Roman Catholic church will be erected at Westboro, Ont.

A new wing will be added to the registry office at St. Thomas, at an estimated cost of $6,600.

The Saskatoon Concrete Co. have the contract for the erection of a schoolhouse at Lake Patience.

The Dominion Government has completed the purchase of post office and armory sites at Strathcona.

The Vancouver Exhibition Association will take tenders for the erection of the main building at Hastings Park.

A new line of polishes has been put on the market by the Brodie's Manufacturing Company, Montreal, among them being the British plate powder, the British metal polish, and the British furniture polish, all of which can be handled by hardwaremen. They claim there are no acids in these polishes, and they do not scratch.

The Retail Paint Trade

THE FOLLY OF DELAY.

The folly of leaving off ordering until the last moment has been brought home to a good many merchants during the month. The consuming demand has suddenly sprung in upon them, and a hasty order requesting shipment the same day has been followed by a week or so of waiting for the goods. The result has been that the merchant has either lost sales or he has put a strain upon the good will of his customers that is not in the best interests of the store. Probably the merchant is at first more inclined to blame the manufacturer or jobber than he is himself. This is only natural. He writes a letter of complaint saying that being an old customer he was surely within his rights in expecting that his goods would have been sent off the same day as the order was received. And the merchant would have cause for complaint if his order had been the only one that had to be shipped on the particular day in question. But there were other merchants who were just as old customers, who had likewise left off ordering until the last moment and who wanted their goods shipped equally as quickly. The result has been that manufacturers have had their shipping departments in a state of congestion, and it simply came to the point of first come, first served. The merchant, therefore, who has waited some time for his paints, just when he most wanted them, has only himself to thank, and on consideration he will realize this.

During April we harped from time to time upon the advisability of dealers ordering their goods well ahead. We pointed out that it was not so much the ability of the mills turning out the stuff, as the over-straining of the shipping facilities. It is an easy matter for delay to occur in the despatch of paint. The goods may leave the factory all right, but the train or the boat may be held up, while there is a limit to the capacity of either. It was apparent from the bookings during April that many dealers were waiting until the last moment—until the demand was already knocking at their doors—before they filled up their stocks, and we, therefore, advised every man who wanted to be on the safe side to look after his probable requirements in good time.

What is the use of a merchant extensively canvassing his district, and pushing a paint campaign for all it is worth, if at the end, when the people are ready to paint, he has to put them off with the lame excuse that his stock is on order! That is sufficient to nullify the value of all his previous efforts. The man who decides to paint wants to do it at once, and if he cannot get his paints at the store he intended to, then he probably goes elsewhere. It is the man with the goods who makes the most of his opportunities, and it is the man who



THE particular dealer we want to get in touch with this time is the man who is tired of handling the kind of paints and varnishes and enamels that don't pay shelf-rent—the dust-catcher kind nobody ever calls for twice, and few people even once. There's news for that dealer in the selling-power of FLOORGLAZE (the king of solid - color floor enamels), GRANITINE (the floor finish that wears amazingly) and quite a few other lines of ours that make good.

If that dealer wears your hat it will pay you to ask us questions this very day.



Send for Sample Can of FLOORGLAZE, or GRANITINE

Stocks at Toronto (6 Morse Street), Winnipeg (108 Princess Street), and Vancouver (550 Beatty Street)

IMPERIAL VARNISH & COLOR CO., Ltd., TORONTO

IMPERIAL



WROUGHT PIPE

We make Pipe that gives satisfaction.
The reason for it is plain.

Material is the best quality of strips that we can procure.

These strips heated to the proper degree enable us to make a perfect weld.

Threading is taken care of in such a way as to ensure the threads being full and accurate.

Every length is tested to 500 lbs. hydraulic pressure, and any showing the slightest defect thrown out.

All the leading Plumbers use "M.R.M" Pipe.

MADE BY

The Montreal Rolling Mills Co.

took no chances of shipping congestion, but who placed his order well ahead, who is reaping the most benefit from the present demand!

Once bitten, twice shy, and it is to be hoped that dealers who have, and are being held up for their goods, will remember the lesson another time. It is better to run the risk of overstocking a little, rather than turn away customers who not only want paint now, but will want it on future occasions. It is a wise business principle to take time by the forelock.

Paint and Oil Markets

MONTREAL.

May 28.—Despite the intervention of the holiday, business has been exceedingly brisk, and the whole tone of the market is very firm. In spite of the backward spring a great deal of painting must have been done as manufacturers report their mills taxed to the limit, while there is no cessation to the flow of orders. Shipping facilities have been congested owing to so many dealers leaving off their ordering until the last minute, but things are now getting into better shape. There is no change to report in the markets. The demand has been steady for most lines. Conditions seem to favor an advance in linseed oil shortly.

TURPENTINE—There is a steady demand for turpentine from all parts of the country. The market is, in consequence, very firm, but there are no changes in quotations. We repeat 55c for single barrels net 30 days.

LINSEED OIL—The demand continues very good, with supplies equal to all calls. There are no changes from last week's prices, but the firmness of the oil in the English market, if kept up, may lead to an advance in figures in the Canadian market at any time. We quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9 barrels, 61c; strictly net, 30 days.

GROUND WHITE LEAD—There has been an improvement in ground white lead orders, and the market is brighter in tone. There is no change in prices, and we quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Orders are showing stimulation, but supplies keep plentiful. For ordinary lots quotations are unchanged, but inside prices can be obtained for larger orders. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—The market shows a little stimulation, but there is not much character to the demand. There are no changes in quotations. Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V. M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

VARNISH—Improving industrial conditions have stimulated the call for varnishes, while the firmer price to gums has helped to give a better tone to the markets. Household, implement, and carriage varnishes are having a good call.

PUTTY—Putty continues in good demand at unchanged prices. We continue to quote: Standard putty, 850 lbs., in casks, $1.65; in 100-lb. drums $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

May 28.—Trading this week is even better than last week, and despite the holiday the volume of paint lines moving is greater than for any week of the year. All seasonable lines are moving equally well. Encouraging reports are as well coming in from all sections of the country and evidently the paint business is beginning to boom in earnest. Painters everywhere are now busy, and hardwaremen handling large paint stocks are enjoying a good trade.

Turpentine has again advanced locally, though outside markets continue trading at a lower figure than prevails here. Lead is still held firm, though pig lead is again easy this week. Linseed oil is slated for an advance.

TURPENTINE—The local market has again advanced, "turps" now being quoted at 58c for single barrels; 57c per gallon for 2 to 4 barrels, and 63c for 5-gallon lots. The advance is due to small arrivals in the south because of the continuous wet weather. Although the above is given as the market quotation, turpentine may still be had as low as 55c in Toronto, the price which is said to be prevailing in other Canadian centres.

LINSEED OIL—Steadily increasing demand is being made for oil, and the market is getting firmer. Quotations are unchanged, but jobbers seem to anticipate an advance, owing to the larger orders and the depletion of stocks as well as the scarcity of seed at present. In fact one house already quotes an advance of 4 cents. English oil cannot now be imported to compete with the native oil because while foreign markets have raised the price of oil the Canadian product generally remains stationary. Raw is 59c for 1 to 4 barrels, and boiled is 62c. Larger quantities are selling one to two cents lower than this.

PARIS GREEN—This line is yet moving actively and stocks in the hardwaremen's hands now should be fairly large. The price is an attraction, 25-lb. drums being rated at 17¾c.

WHITE LEAD—Jobbers continue to speak of an advance, though as yet none of the Canadian markets quote any change. Pig lead is easier in Canada and England this week, though across the border there is a slight advance. It is this international lead trust that has led painters to anticipate an upward tendency to lead lines among the paints.

There is satisfaction as well as money, in handling

"English" Liquid Paint

—the satisfaction of being able to meet the growing demand.

Our vigorous newspaper advertising this spring is sending hundreds to their dealers to ask for "English" Liquid Paint.

—the satisfaction of **knowing** that you are selling the best paint made. Every can of "English" Liquid Paint bears a formula label, guaranteeing that the white base of the Paint, is 70% Pure White Lead (Brandram's B.B. Genuine) and 30% Pure White Zinc. Neither you nor your customer has to guess what the ingredients of the paint may be.

—the satisfaction of satisfied customers. They like the way "English" Liquid Paint goes on, and they like the way it stays on.

Just write us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

See That Can in the Corner? What Is It?

Moore's House Colors A Pure Linseed Oil Paint



It is a paint that meets with approval, a paint that makes the customer come again, a paint so satisfactory in results as to create more painting and the desire to paint, that causes the seller as well as the user to become enthusiastic.

Moore's paints are moderate in price, but are perfectly pure. Their quality is not questioned. They are lasting, durable and attractive, and withstand the attack of wind and weather, rain or shine as any other preparation does--They are the kind that create permanent and pleased patrons.

Write for Color Cards and Prices

BENJAMIN MOORE & COMPANY, Limited

TORONTO NEW YORK CHICAGO CLEVELAND

AGENCIES

A. M. Bell & Co., Halifax, N.S.
Emerson & Fisher, St. John, N.B.
Hanbury Hardware Co., Brandon, Man.
Enterprise Hardware Co., Saskatoon, Sask.

TWENTY MILLIONS

OF PEOPLE

Are reading about the : : merits of : : **ELASTICA** Floor Finish

in Canada and the United States

Do You Wish to Join in the Benefits of This Publicity?

Write for Particulars

INTERNATIONAL VARNISH COMPANY, Limited

TORONTO

MAKERS OF FINE VARNISHES

BRANCH OF STANDARD VARNISH WORKS

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

No. 1 is $5.40 and $5.65; pure white from $5.80 to $6. and a superior line is offered at $6.25. Genuine red lead is still quoted at $4.50 for casks and $4.75 to $4.80 in 100 lbs.

GLASS AND PUTTY—The movement of glass to the hardware trade is as yet quiet, except in cases where import orders were booked earlier in the year. Prices hold firm, though these are not high, compared with two years ago. Putty is a little freer in delivery at unchanged prices.

STAINS AND VARNISHES—These articles, with all summer lines, are in seasonable demand. Floor paints and ready-mixed lines, too, are selling well. Prices are firm and unchanged.

PETROLEUM—Summer oils are moving freely just now and hardwaremen are stocking up for the season's trade. The prices ruling are the same as those prevailing last season.

TURPENTINE TRUST CONVICTED.

The jury in the case of the so-called "turpentine trust," on trial at Savannah, Ga., brought in a verdict of guilty on May 10, though the names of the two indicted corporations are omitted, and the verdict applies only to the five individual defendants, E. S. Nash, president of the American Naval Stores Co.; Spencer P. Shotter, chairman of its board of directors; George Meade Boardman, of New York, its treasurer; J. F. C. Myers, vice-president of the company, and Carl Moller, of Jacksonville, Fla., manager of that company and also Jacksonville manager of the National Transportation and Terminal Co. The sixth defendant, Charles J. Deloach, was found not guilty at the direction of the court.

A motion for a new trial will be made. The verdict finds the five individual defendants guilty of conspiring to monopolize interstate trade. The surprise the verdict caused in the courtroom and in Savannah was complete. It was generally believed that a verdict would favor the defendants, and that if it did not a recommendation to the mercy of the court would be made. The maximum sentence is a fine of $5,000 and a term of one year in prison.

The testimony on which the conviction was based was in part as follows:

Evidence intended to show that resin which was shipped by the American Naval Stores Co. to soap and varnish manufacturers had been regraded and that an apparatus designed to heat naval stores in the Jacksonville, Fla., yards had been experimented with, the object being to increase the volume of spirits by expansion, were offered by the prosecution.

Through the statements of former Foreman Walter O'Keefe, of the Brooklyn navy yards of the National Transportation & Terminal Co., the prosecution elicited the information that in fourteen months the grades of 50,000 to 60,000 barrels of resin were raised in the yards, through the simple process of rubbing out the old grades and substituting new ones on the barrels. The witness stated that Percy Ketcham, then manager of the yards, employed him and gave him personally orders to raise certain grades on certain quantities of resin. He stated his employment was confirmed by George Meade Boardman, treasurer of the American Naval Stores Co. O'Keefe said sometimes his orders to raise grades came from the New York office of the Naval Stores Co.

THE GOSPEL OF PAINT.

The Gospel of Paint as it has been preached in advertising, has wrought wonders in this country. In sections where paint was seldom used it is now a matter of course. In sections where it was generally used in the old days the uses have been greatly extended. Paint brightens homes and lives. It is, in many ways, the cheapest decorative material. It saves property by preserving materials and fittings. The lightening of woman's work has been perhaps best of all—for paint gives better sanitary conditions and saves an enormous amount of cleaning.

In the old days a few merchants could supply all the paint materials necessary for the annual or semi-annual painting season and the field was limited generally to the point necessary for the exterior of house and barns. Now, the economy and satisfaction in the touch of varnish here, mixed paint there, a little gilding or some enamel work in another place, have been so convincingly taught by the manufacturers of these various products that the field of the retail dealer has been greatly widened.

PAINT NOTES.

T. M. Blackwood, Montreal, has the painting contract in J. T. Fisher's residence at that city.

Gould & Malcolm will do the painting and glazing in Robt. Maybee's new residence at Toronto.

Blackburn & Sons, at $1 150, have the painting contract at the new Avenue Road school, Toronto.

The painting and glazing in W. McLaughlin's residence at Toronto, will be done by F. C. Davies.

The painting and glazing in the new house being erected at Toronto for W. T. Harris will be done by J. Casey.

Chris. Sonne, Montreal, has the painting and glazing contracts for four houses being erected at Westmount for W. L. Chipchase.

J. O. Hare's tender at $573 for painting and graining at Stratford's Collegiate Institute has been recommended for acceptance.

Bruno & Navert, Montreal, at $1.585, received the contract for painting and glazing the new Catholic school at Pt. St. Charles.

The painting and graining in the Shakespeare Ward school, Stratford, will be done by A. E. Cash, whose tender amounted to $512.

The painting and glazing contract at the new Winnipeg shops of the Transcontinental has been awarded to the Taylor Paint & Decorating Co.

MEMO—WE HAVE BEEN ASKED TO GIVE AN ADVERTISEMENT IN FRENCH. HERE IT IS. —C. P. CO.

2 SUR 3

Peintres en Canada emploient le matériel de peinture fabriqué par la

Canada Paint Company

Il est aussi naturel à un marchand progressif en quincailleries d'adresser ses commandes de Peintures et de Vernis à la "Canada Paint Company," que d'aller à l'église pour prier, que de se mettre au lit pour dormir ou se rendre à la rivière pour percher.

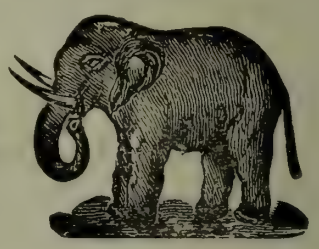
Du commencement jusqu'à la fin, la "Canada Paint Company" manufacture tous les article de sa liste—Couleurs, Vernis et Peintures adaptés à tous les genres de travaux. —Ne cherchez pas ailleurs des peintures meilleures, on ne peut en trouver. Les meilleures Peintures sont fabriquées par la "Canada Paint Company," par des ouvriers canadiens, avec ducapital canadien, et pour le commerce canadien.

50 ANS

Depuis un demi-siècle, le vrai Blanc de Plomb "Eléphant Blanc" a été vendu, non seulement en Canada, mais dans le monde entier.

Fabriqué avec du plomb en gueuse de première classe. Il est corrodé d'après l'ancien procédé hollandais et moulu en poudre impalpable au moyen de puissantes machines modernes.

Le vrai Blanc de Plomb "Eléphant Blanc" est proéminent comme le plus blanc, le plus fort, le plus fin brin, et possédant les propriétés pigmentaires de n'importe quelle peinture connue.



ADRESSE

LA

CANADA PAINT

COMPAGNIE, LIMITEE

MONTREAL

Les plus grands manufacturiers de Peintures et de Vernis en Canada

About Linseed Oil

It is a good thing to look carefully to the oil you buy. It would pay many buyers very well to pay a couple of cents a gallon more to get oil free from sludge, clear and good drying. When one realizes that two gallons of settlings in the bottom means about three cents a gallon loss, he comprehends what we mean.

Ramsay's
Pale Boiled Oil
Double Boiled Oil

have long been a standard in the market. Noted for their drying qualities and light clear color, they do no injury to the palest tint. Their action is correct, and they drain out to the last drop in the barrel. We boil our own oil. That's why it is right and the reason you save when you buy

Ramsay's Oil

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 The Paint Makers

STANDARD FINISHING
VARNISHES

They are high grade, reliable, and will do all that we claim for them. In quality they

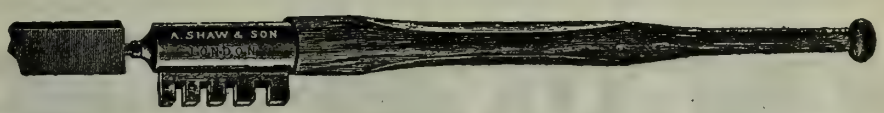
Are Uniform Throughout

They have hard drying properties combined with elasticity and durability. They impart a lustre that lasts and are recognized by painters and decorators to be superior for the purposes designated. These varnishes bring custom and custom creates trade.

SEND FOR OUR BOOKLET

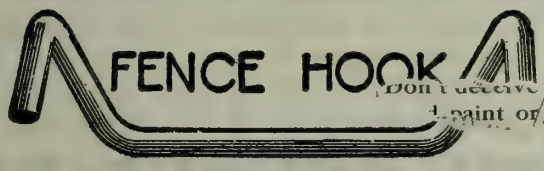
Standard Paint and Varnish Co., Ltd.
Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENTS
Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

GALVANIZED FENCE HOOK For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

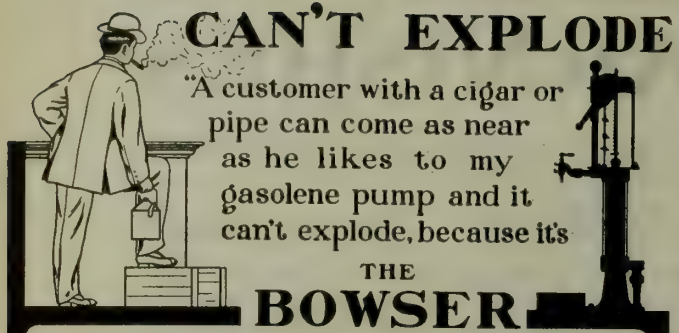
The Western Wire and Nail Co., Limited, London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"



Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.
HAMILTON, - ONTARIO
We make Jail Cells and Gratings of every description.



CAN'T EXPLODE

"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's

THE BOWSER

This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin **5456** tells you why. A postal will bring it, free. Write now.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Atkins Silver Steel



Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

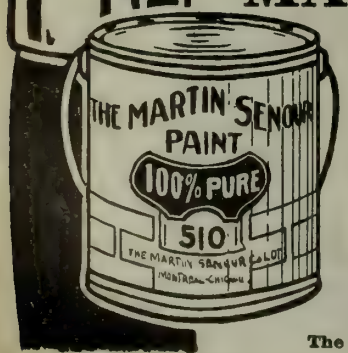
Home Office and Factory, Indianapolis.

BUY RIGHT — SELL RIGHT



If you are a good buyer you will make good money. When you *buy* right it's easy to sell right. The best of us will make a mistake in buying. The merchant who never made a mistake never made money. Sometimes it takes a mistake to wake us up. We have profited by our early mistakes. And we are wise now. Now-a-days we continue to manufacture *only* those paints that are *quick sellers* and so satisfactory that they *win* repeat orders. Therefore you have our years of experience and [illegible] guarantee to insure your buying right when you order from us. "[illegible]ing is not a very difficult thing now that I have

MARTIN-SENOUR PAINTS"



writes a dealer. Write us of your experiences handling paint and your troubles—tell us frankly and we will be glad to have our Sales Manager advise you. He's helped others, he may help you.

The main thing is to Buy Right then you WILL Sell Right.



THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

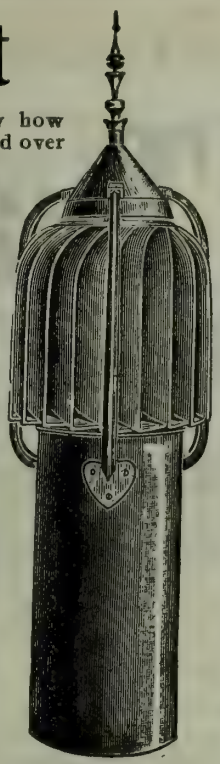
The Maritime Paint & Varnish Co., Ltd., Halifax, N.S.

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, Dec. 2, 1905

J. W. Harris Mfg. Co., Ltd.,
Montreal.

Dear Sirs,—

We have been using several of your "J. W. Harris Rotary Ventilators" for the past five years, and we are glad to say that they work very well and answer to all the purposes for which we have bought them.

They have always given satisfaction.

Yours truly,
H. GODIN, General Manager.
—*La Presse.*

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. Harris Mfg. Co., LIMITED

General Contractors and Manufacturers

MONTREAL

REAL GERMANTOWN LAMPBLACK

Contains this trade mark



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

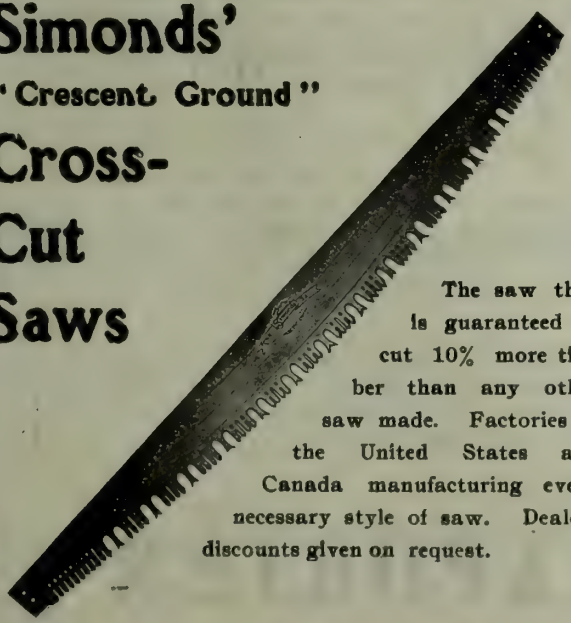
E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.

LIMITED

Montreal, P.Q.

Vancouver, B.C. **St. John, N.B.**

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL.

Don't deceive yourself! You can't make good paint or varnish without the purest of Linseed Oil. The expert says, first and foremost have Linseed Oil pure. Adulteration of Pigment is bad. Too much Turpentine is worse. Inferior Drier is awful. Stale Paint is unpardonable, but Impure Linseed Oil is a crime.

Our Oil is made from our home grown Canadian Flax, and guaranteed Pure. Give us a chance to prove it.

Canada Linseed Oil Mills, Limited

MONTREAL

Export Trade

Represents the Great Future Market for American Goods

Manufacturers that cultivate the field **NOW** are assured of the largest share of this trade in the future.

Our service, the greatest single power in Export Trade, enables manufacturers to get their products prominently before the trade abroad. An efficient service, covering all export markets at minimum of expense.

The aim of the **American Exporter** is and has always been the up-building of a world-wide demand for American machinery and goods. Issued in two editions each month, one in English, and other in Spanish **(Exportador Americano.)** The two together cover all countries that import American goods.

It is the only journal of foreign circulation which regularly publishes its exact circulation every month in its editorial pages.

Stronger evidence of the AMERICAN EXPORTER'S strength in its chosen field could not be brought forward than the phenomenal growth in its advertising pages during the past three years. The AMERICAN EXPORTER in net volume of advertising business carried three years ago 52 pages of net advertising; two years ago 88 pages; one year ago 116 pages; carries to-day 122 pages. Its number of regular advertisers three years ago was 325; two years ago 400; one year ago 550; and to-day 650. It is seen that notwithstanding a "panic," there is a growth in the last 12 months.

An increasingly important feature of the **American Exporter** is the Foreign Trade Service maintained on behalf of its advertisers. This service includes the sending of our representatives into foreign markets to study conditions in the interest of our clients, the furnishing of selected names of possible customers or agents in any country, commercial ratings on prospective foreign customers, translation of foreign correspondence from and into any and all languages resulting from or pertaining to the advertiser's announcements.

Representative space regularly in the **American Exporter** gives you all the export advertising you need, for this publication covers every foreign market for your goods. This publicity. coupled with our Foreign Trade Service, provides you with the necessary facilities for conducting intelligently an export trade.

May we send more particulars?

AMERICAN EXPORTER

135 William Street, New York City

Established 1877 **Conducted by Export Specialists**

36" AND 40" NETTING

PALMER HAMMOCKS



CUT No 029.

and

ACCESSORIES

Hammock { Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

Send for our 1909 Catalog showing 109 colored illustrations.

NEW YORK OFFICE
55 Worth St.

The I. E. Palmer Co.

MIDDLETOWN CONN.

Canadian Representative:
R. N. SCOTT, - - 200 McGILL ST., MONTREAL

7/4 AND 8/4 LENO

The Original, Largest and Best Equipped Hammock Plant in the Country

HAMMOCKS

Have you considered this matter?

You can make your Hammock Department one of the best paying departments in your store by selling "STAR BRAND HAMMOCKS"

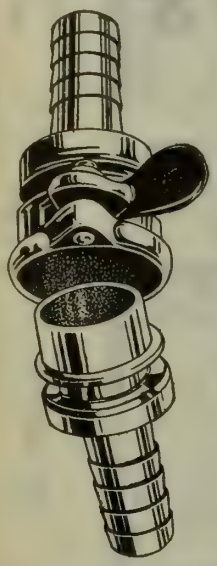
Manufactured by

The Dominion Hammock Mfg. Co., Limited

DUNNVILLE, ONTARIO

Send for Catalogue with price-list and discounts, through your jobber

A Good Selling Article
is
Time Saver Hose Coupler

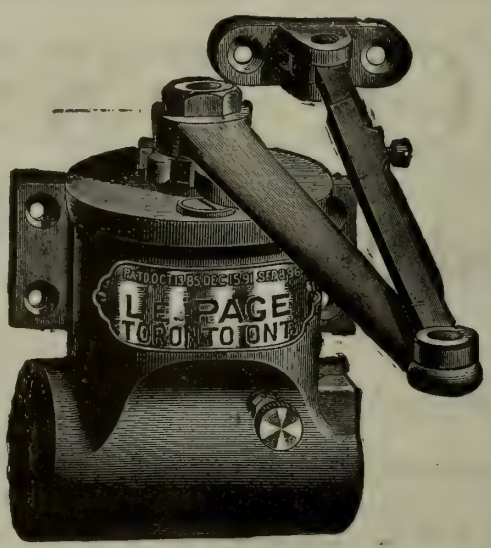


It is so simple, strong and effective in character that it convinces at sight. Any one can see its advantages over the ordinary coupler. You simply press the latch down using your thumb and this tightens the coupling. There are no threads to wear, no leakage, no spurting and no washers that can be lost. It is just the time to push this article and make fine profits

WRITE FOR OUR PRICE LIST

The Time Saving Coupler Co.
Limited
166 Bay Street - - Toronto, Canada

When you want to keep your hold on the building hardware trade you should handle things that are really needed in every structure. One article is an easily attached, smooth-working, strong, durable, useful and reasonably priced door check. That kind is



Le Page's Oil Door Check
It Gives Satisfaction Every Time.

Price List forwarded for the asking.

Le Page Door Check Mfg. Co.
256 Macdonell Ave., TORONTO
Phone Park 1086 *WM. KEATING, Manager*

Island City Boat Specialties

Gloss White for Exteriors, Flat White for Interiors

Smokestack Paint, Deck Paint,

Hull Paint, Copper Paint, Boat Varnish

Reliable and **Profitable** lines for the **dealer** to handle.



P. D. DODS & CO., Limited,
Montreal, Que.

New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited



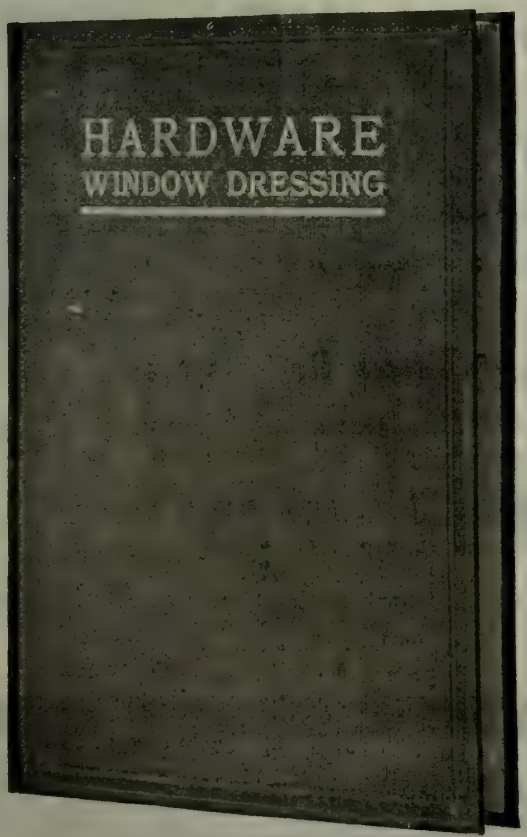
During the summer many juvenile birthday parties are held and here is a dainty

CHILD'S SET OF CUTLERY

which makes an appropriate present. These pieces are put up in neat, fancy lined boxes. This is only one of our many new and useful lines. Write and ask your jobber about them.

The McGLASHAN CLARKE CO., Ltd.,
Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

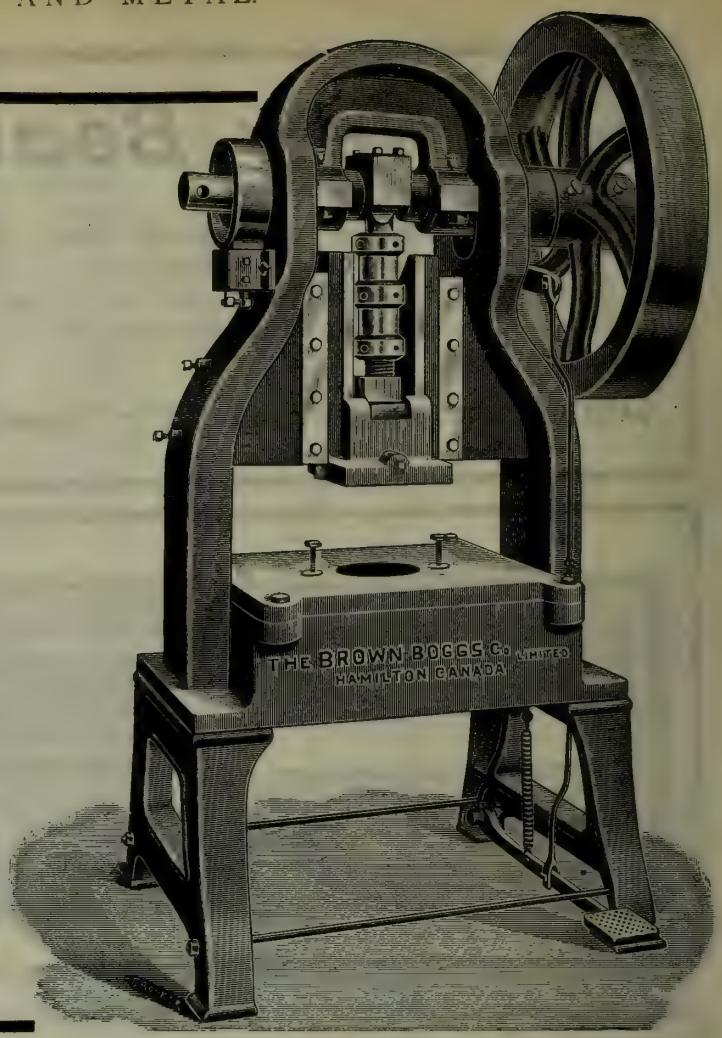
Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto

We Would Like

to make you better acquainted with B. B. & Co. Presses. Let us send you our Illustrated Catalogue, with price and particulars. We make any style or size for sheet metal Stamping. Our presses are up-to-date. We can make it ***"worth your while"*** to investigate.



The Brown Boggs Co., Ltd.

HAMILTON, ONT.

Mnfrs. Sheet Metal Tools, Presses, Dies, Tinsmiths' Tools

THE SOO LINE

is a new line of the most improved, lightest, strongest and best

Lumbering Tools

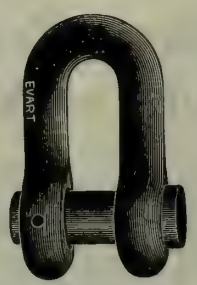
(Made in Canada)

Write for Catalogue and Discounts.

Manufactured by

Canadian Logging Tool Co., Ltd.

Sault Ste. Marie, - Ontario



Boom Shackle. Made of 7-8in. steel



Eye Dog. made of ½ inch steel.

THE SOO PEAVEY

USE PIKE POLES

with handles made of select second-growth white ash. Ferrules made in three pieces of polished seamless steel. Pikes made of high-grade tool steel. Shanks threaded and screwed in tight. Lengths 10, 12, 13, 14, 16, 18 feet.

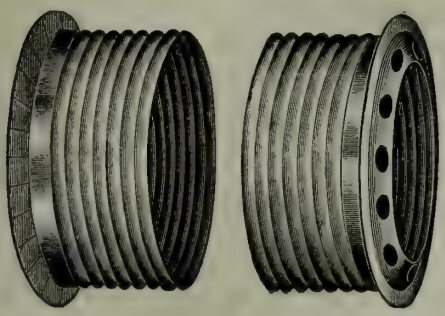
The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - **TORONTO**

O.K.
Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections, which screw together so easily that anyone can adjust them to any size wall or floor.

Sold by jobbers, or by the manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

THE ORIGINAL ALL METAL **"POLAR STAR"**

It's all in Our dasher



ICE CREAM FREEZER

The Best

The Least Expensive

The Most Satisfactory Freezer Made

Makes Smooth Delicious Ice Cream in from 5 to 10 minutes.

Circular and Full Description from your Jobber or

Smith Hardware Co., Limited
2 and 4 Lemoine Street
MONTREAL, Can.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal
W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

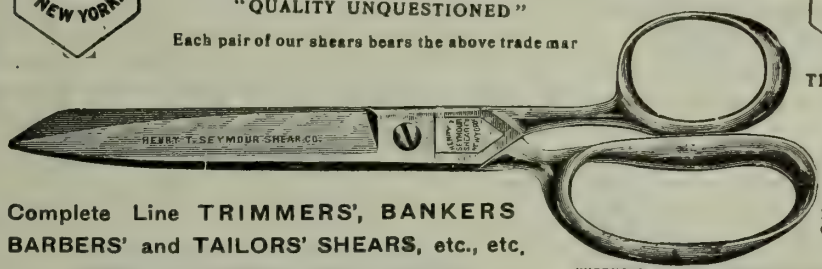
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

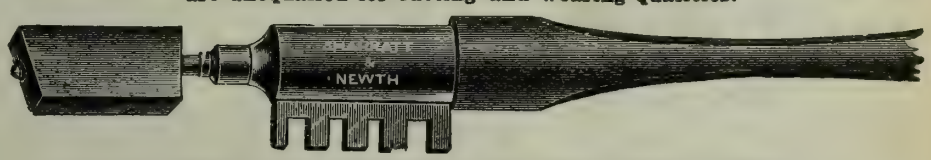
Since 1825, and a steady increase in sales due to their superior cutting quality.



R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Met al Company—Imperial,genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ⅛ to 1 inch, round	0 22
Tubing, seamless base, per lb	0 22
Tubing, iron pipe size, 1 inch base	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 50	14 00
Cut lengths, round, bars, ¼ to 2 in		21 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets). 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom.Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron	16 50	19 50
Summerlee, No. 2 "	18 25	20 00
Carron No. 1	22 50	....
Carron ,special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)		25 00
Angles base	2 60	2 60
Common bar, per 100 lb	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$32 50	32 00

TINPLATES.

Charcoal Plates—Bright	Per box.
M.L.S., Famous (equal Bradley)	
I C,14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
IXX 14 x 20 "	7 75
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00
Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	
Tinned Sheets.	
72x30 up to 24 gauge, case lots	7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06¾
Tea lead	0 02¼	0 02½
Heavy lead	0 02¾	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock, net	1 75
No. 4 " " "	1 65
No 7 Fuller " "	2 00
No. 4½ " "	2 00
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 55 ; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

Bathtubs, 5 feet, 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85.
Closet combinations, $15.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—50 per cent.
Steam Radiators—60 and 2½ per cent.
Wall Radiators—50, 10 and 10 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 16	¾ "	4 31
1 "	4 54	1 "	6 19
1¼ "	6 19	1¼ "	8 44
1½ "	7 43	1½ "	10 13
2 "	9 90	2 "	13 50
2½ "	15 81	2½ "	21 56
3 "	20 76	3 "	28 31
3½ "	26 13	3½ "	35 63
4 "	29 70	4 "	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

BARUM.

Plumbers ....per 100 lb	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

ADOPT THIS AS YOUR LEADING $2.00 RAZOR

The man who pushes a certain line extra hard—makes it his leader—builds up a better business than the man who is content to remain without a distinguishing characteristic. You can

specialize on the TRY IT! **"PYRAMID" RAZOR** with excellent results TRY IT!



Retails at $2.00

Made from the best Sheffield Steel, magnetic, keen, thoroughly ground and tempered.
SOLD BY ALL THE LEADING CANADIAN JOBBERS. Manufactured Solely By

NIXON & WINTERBOTTOM, Limited., at Sheffield, England

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson s "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Standard.
Bulk in casks	1 65
" 100-lb. drums	1 90
Bladders in bbls	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 56
Linseed Oil, " raw	0 59 0 59
" " boiled	0 62 0 62

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Monarch (Windsor)		6 90
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
" Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	5 65
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00
No. 1, casks, per 100 lbs	4 00	4 00
No. 1, kegs, per 100 lbs	4 50	4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2,	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 85
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces, "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 70	1 75
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.75; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.65.
Chicago Spring Butts and Blanks, 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—

¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 12 lbs	0 95

SASH CORD.

No 12, per lb	0 26

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00 9 00
Double bit, "	9 60 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 0 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	3 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $5 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

THE BUILDING BUSINESS IS BOOMING

Every newspaper, every issue of HARDWARE AND METAL, bears eloquent testimony to the number of structures going up in all the leading cities and towns. There is a large amount of structural steel required just now. We want a representative in your district—one who is on the spot. You do not have to make any investment. It is an opportunity for you, Mr. Hardwareman, and no risk. Drop us a line about our proposition. DO IT NOW.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Canadian discount, 40 p c.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's	0 13½
Berg's, per lb.	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ⅝ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75
Nuts, square, all sizes, 4½c. per lb. off	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts, 80 and 7½.	

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.
Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.
Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Kivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron ..... "	4 25
Set, case hardened, dis. 60 per cent.	
Square Cap, dis. 50 and 5 per cent	
Hexagon Cap, dis. 45 per cent.	

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian. discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.



CLAUSS PERFECT STROPPER

The latest thing out. The article with merit. The only automatic Stropper on the market which gives perfect satisfaction. Sold under a positive guarantee.

Anyone, no matter whether he knows how to strop a razor or not, can do so on this automatic Stropper. This is now the only way to strop a razor.

Clauss Perfect Stropper retails for - $2.50

MERCHANTS, WRITE FOR TRADE PRICE

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste 6 00

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
2 " " "	3 30
5 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00
Japanning, 50c. per doz. extra.	
Prism globes, per doz., $1.20.	

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 92
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent,	
Malleable, 25 per cent	

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent,
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

STOVES

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, discount 40 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch "	1 47
Polished, 15c per dozen extra.	
Thimbles, 70 p c.	

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount. 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 1, $3.80; No. 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.15 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops	1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

Round, re-acting per doz.	59 00
Square " "	52 00
Eclipse and Snowflake	54 00
Dowswell	59 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., doz	31 80
Royal American, 11 in	33 75 35 00
Eze. 10 in., per doz	36 75
Challenge, 3 year, 11 in	36 50
Ottawa, 3 year, 11 in	41 50
Favorite, 5 year, 1 in	42 50

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ⅛ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00
Grind, 40 to 200 lb., per ton		20 00 22 00
" under 40 lb., "		24 00
200 lb. and over		60 80

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Sonne, Thos., Montreal

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Baskets
Oakville Basket Co., Oakville, Ont.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill, U.S.A.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Brushes
Nelson, H. W. Co., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
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Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clothes Pulleys
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Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
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Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
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McKinnon Dash and Metal Co., St Catharines
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Cuspidors.
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McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cultivators
Bailey Underwood Co., Ltd., New Glasgow, N.S.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Checks
Le Page Door Check Mfg. Co , Toronto

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson, Thos., Mfg. Co., Montreal
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McClary's, London, Ont.

Engine Supplies, etc.
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Penberthy Injector Co , Windsor, Ont.

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Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
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Montreal Rolling Mills, Montreal.

Feather Dusters
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Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
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Files and Rasps.
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Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
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Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa
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Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
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Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Galvanized Iron
John Lysaght, Ltd , Bristol, Newport and Montreal.

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
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Glue.
Grove Chemical Co., Appley Bridge, Eng

Hammocks
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The I. E. Palmer Co., Middletown, Conn

Handles.
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Hardware Specialties
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Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co., Hamilton.
Soss Invisible Hinge Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg Mass.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Belleville Iron & Horseshoe Co., Belleville, Ont
Montreal Rolling Mills, Montreal.

Hose Couplers.
The Time Saving Coupler Co., Toronto

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer, Ont
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamp Black.
E Fielding, Toronto
Wilckes, Martin & Wilckes, New York

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lawn Sprinklers.
Standard Stamping Co

Linseed Oil.
Canada Linseed Oil Co, Ltd, Montreal

Locks, Knobs, Escutcheons, etc
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

Mail Boxes.
Wm F Heise, Chicago

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McIntosh, H. F., & Co., Toronto.
Gibb, Alexander. Montreal.
Clare, Little & Co Saskatoon, Sask

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette St, New York
Montreal Rolling Mills, Montreal
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Padlocks.
Brass and Steel Goods Co., Belleville

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Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

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The Paris Plow Co., Paris, Ont

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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montrea
Jardine, A. B., & Co, Hespeler, Ont.
Kerr Engine Co., Walkerville, Ont.
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Warren Mfg. Co., Toronto

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Barber Asphalt Co, Philadelphia
The Winnipeg Paint & Glass Co., Winnipeg
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McArthur, Alex., & Co., Montreal.
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is SAFE if ALL his family can use a RIFLE.

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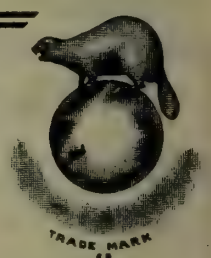
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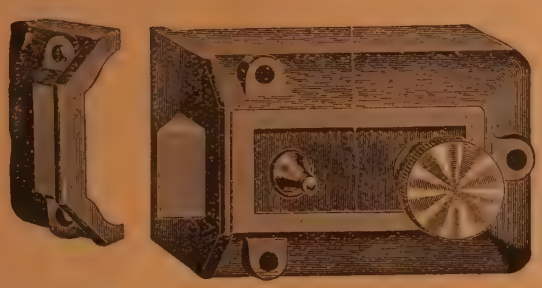
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A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

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VOL. XXI. PUBLICATION OFFICE: TORONTO, JUNE 5, 1909 NO. 23.

ANVILS BITS

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MANUFACTURER OF

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For Fifty Years

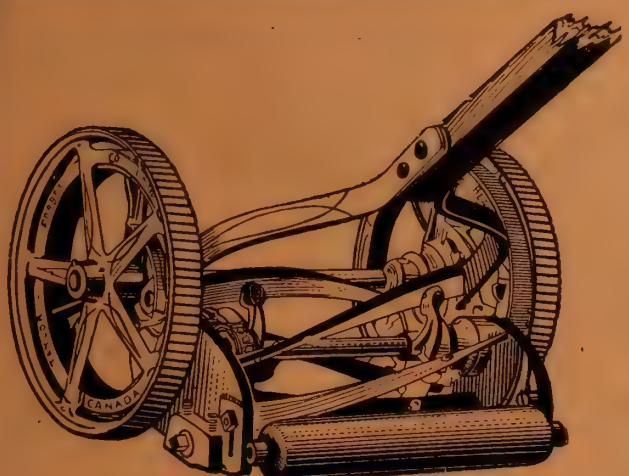
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of the day in the hardware trade are

Taylor-Forbes Lawn Mowers

THEY LEAD ALL OTHERS

Are You Handling Them ?

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

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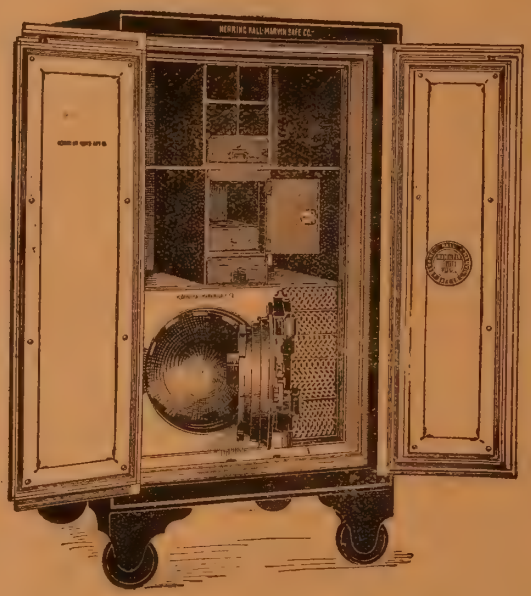
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Don't Wait for Something to Turn Up. Try a "WANT AD."

HERRING — HALL — MARVIN

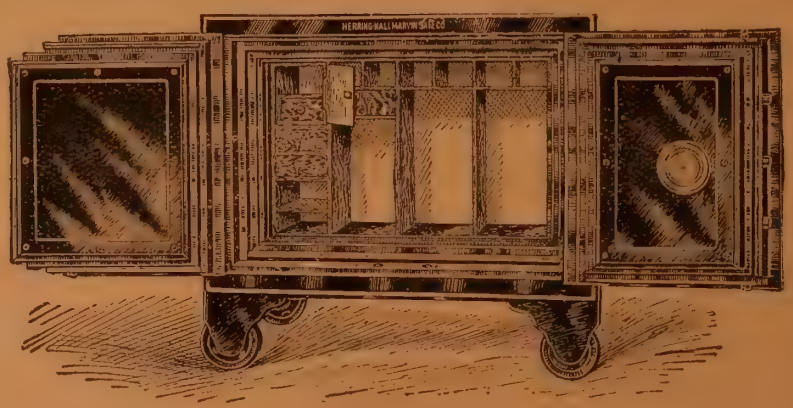
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¶ They are the result of over 65 years' experience in safe manufacture and have stood the test of the world's greatest fires.

¶ We can supply a safe for every requirement.



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The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is Warranted

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.

Fultonville

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This Trade Mark guarantees Satisfaction.



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Farmers and stockmen find that their animals will not stay in the pasture. They apply to the hardware man to know what is the best thing to stop the breachy practice. The answer is

Pearson's Patent Horse Poke

It is the simplest, most effective, easily adjusted, lightest and most comfortable poke for the animal ever invented. Money refunded in case it does not do exactly as represented.

Secure our Prices

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THEY ARE

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So why experiment with your customers—give them a shingle that is, and has proven itself to be, the best on the market. You will find all our goods of the same high quality and manufacture.

We manufacture Artistic Metallic Ceilings and Walls—Steel Siding—Lath—Cornices—Skylights—Ventilators—Finials—Eavetrough—Conductor Pipe—Corrugated Iron—Fireproof Glass Windows and Doors, and Pressed Zinc Ornaments.

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—The Philosopher of Metal Town.

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THEY LAST NINE LIVES

FOR BELL AND TELEPHONE WORK

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She never sleeps, the Black Cat. Nine lives keep her wide awake. Let her work for your Cash Drawer.

The Guaranteed Battery
The Only Make You Can Safely Carry in Stock



2½ x 6 inches

Quality
Appearance
Profit



3 x 7 inches

Quality
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3½ x 8 inches

You cannot go wrong with them. Don't miss the opportunity to add this profitable line to your business. Don't be asleep. Your American brothers woke up long ago. Every Yankee Hardware Dealer is handling Dry Batteries.

We recommend satisfactory goods only.

WRITE US FOR PRICES AND TEST SHEETS

Fresh Batteries shipped the day your order is received. Prompt attention given to Mail Orders.

LEWIS BROS., Limited

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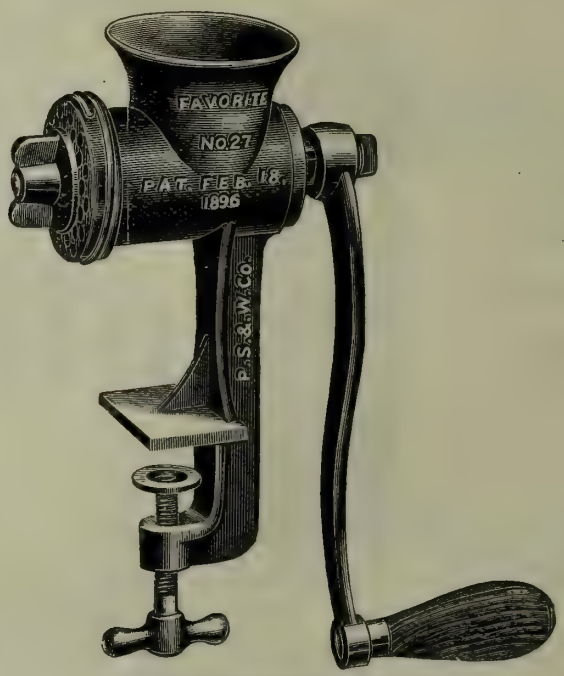
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"FAVORITE" FOOD CHOPPERS

Be the first in your Town to handle these Choppers.

Good Money Makers
Simple in Construction
Moderate in Price

They are made for family use, and should have a large sale by the General Hardware Trade.

Cuts Rapidly and is Easily Cleaned



"FAVORITE" FOOD CHOPPER

Cuts Everything Edible.

Made in three sizes.

One of the most useful articles in the household is a good Food Chopper. The "Favorite" is light, simple in construction and durable. It cuts rapidly all kinds of vegetables, raw or cooked meat, and is also used for grinding coffee. This Chopper should be in every home.

Write for Descriptive Circulars and Prices.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

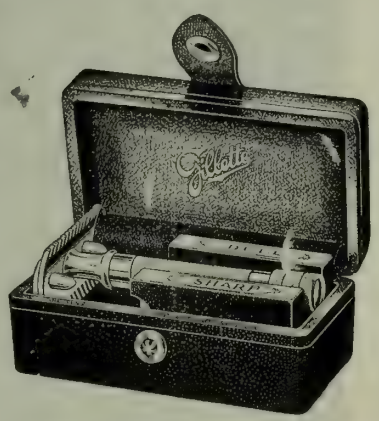
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TRADE Gillette MARK

KNOWN THE WORLD OVER

WE SELL THE "GILLETTE" FOR YOU AS WELL AS TO YOU

We don't consider our part of the transaction complete when we ship you the razors and get your money — not until YOU have sold them and got YOUR money back—with a neat profit.



We don't sit back and wait for you to find buyers, either—we send the buyers to you.

How?

By making the best razor the world has ever seen, and telling all the world about it.

The GILLETTE was the first perfect safety razor made, and it has been the best ever since. Every man who uses a GILLETTE becomes a walking advertisement for it—and there are now over two million of them.

For years we have been advertising the GILLETTE as no other razor was ever advertised, until now the man who thinks of safety razors is almost certain to think first of the GILLETTE.

What is more to the point, he is very likely, sooner or later, to buy a GILLETTE. We are advertising liberally now throughout Canada to make him buy it sooner.

Stores that display the goods and use the GILLETTE signs, literature and trade helps are getting the business.

Aside from the sales of the razors, the business in blades is a steady income to the dealer.

Are you getting the GILLETTE business of your community—or is some other dealer?

The Gillette Safety Razor Co.

OF CANADA, Limited

OFFICE AND FACTORY - 63 ST. ALEXANDER STREET

MONTREAL

Here is a Device

that will increase your sales of padlocks.

It is a highly-finished hardwood case, 12 x 24 in., and forms both a display board and stock case. The board exhibits 20 well-known "Miller" Padlocks in five rows, all the locks in each row selling at the same price. These prices range from 15 to 75 cents each. Behind the display board the space is large enough to contain the stock of locks.

Two assortments are put up in this way. Each assortment contains the same locks but in different quantities.

No. 1000 assortment contains 12 dozen "Miller" Padlocks.

No. 1001 assortment contains 6 dozen "Miller" Padlocks.

This case will sell padlocks for you. It contains a full line in a compact space, giving you all the variety you require. Try one of these cases. We can fill up the case again whenever any line is sold out.

This case is patented and is the only one of its kind on the market.



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Hardware, Iron and Steel

Head Office and Warehouse,
MONTREAL.

Warehouse at
WINNIPEG, MAN.

SHOWROOMS:
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In the entire range of Wedding Presents nothing quite equals Cutlery and Silverware, and the immense assortment at our disposal makes easy selection under all conditions. The advantage of having large reserve stocks within easy reach is bringing us many letter orders, especially for

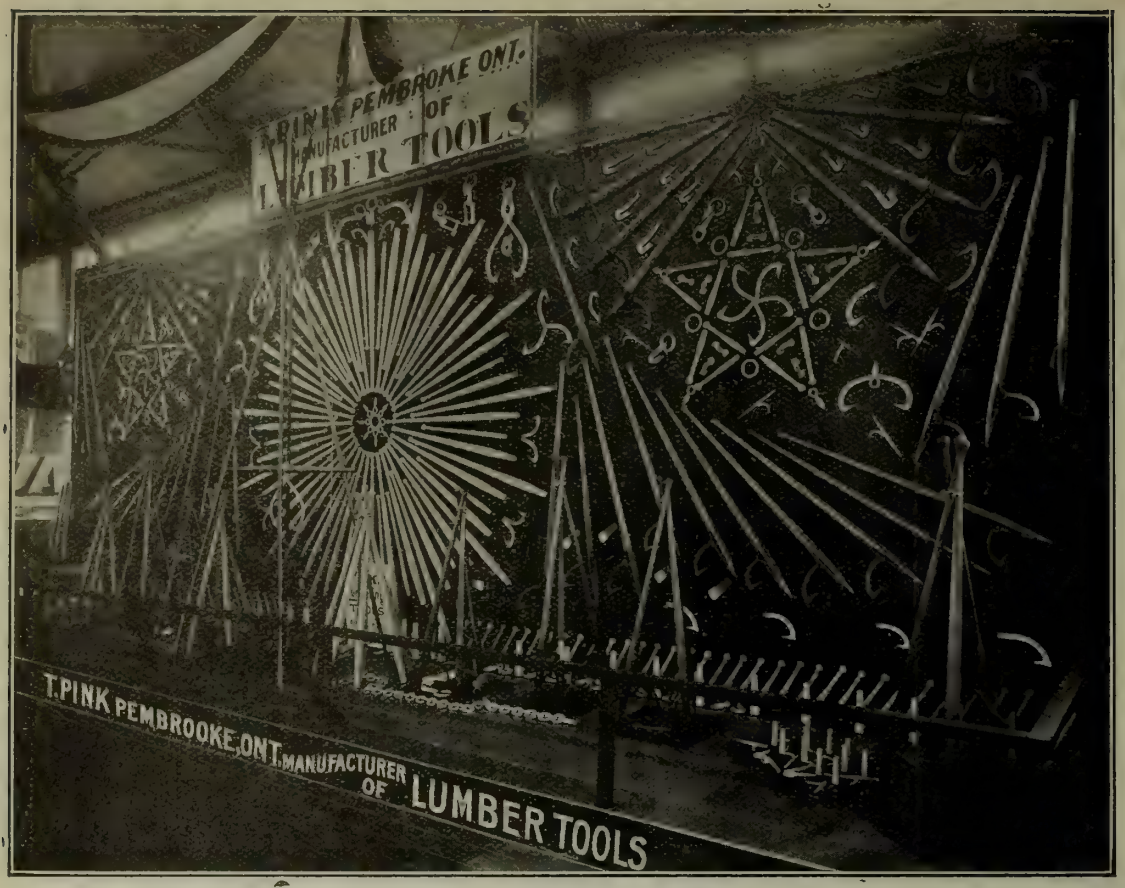
Joseph Elliot & Sons Fine Cutlery

which represents superior quality and finish in every detail. The assurance of good value and thorough satisfaction makes the Elliot line a strong feature of our trade, and should be a profitable one with yours.

The best is none too good for the business we are after. If you want the best to be had in Cutlery, Silverware and Cut Glass, we are at your service. Order by mail and see how quickly we can get goods to you.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware, Toronto



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Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

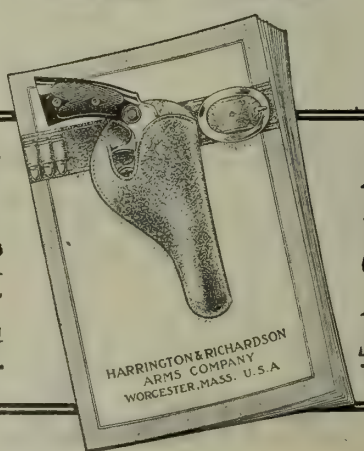
Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Advertisement

REVOLVERS **H & R** SINGLE GUNS

TRADE MARK H&R ARMS CO. TRADE MARK H&R ARMS CO.



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY
615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

Your Store

is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

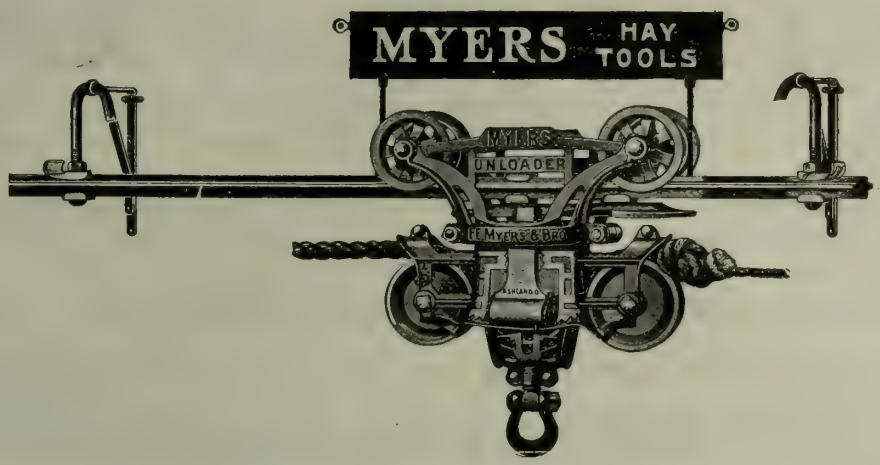
WRITE US TO-DAY

Harrington & Richardson Arms Co.

615 Park Ave., Worcester, Mass.

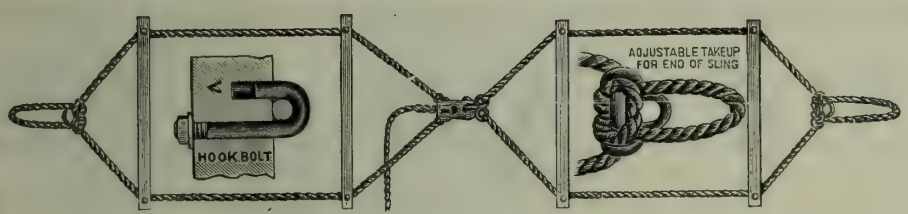
The Hobbs Hardware Co., Limited

LONDON TORONTO



A Side Line That Will Pay You Handsome Profits





Slings, Forks, Pulleys, etc.

SEE CATALOG FOR DETAILED INFORMATION

Ontario Agents for Myers Hay Tools

Progressive farmers are asking for Plymouth Pure Manila Rope for Hay Forks.

Can you supply them?

The HOBBS HARDWARE CO., Limited

Established 1876

LONDON TORONTO

Crescent Brand

Registered



DON'T BE "AN EASY MARK"

Any jobbing house can tell you that there are dealers here and there who will take anything at all; good, bad or worse, with no regard for brand or quality just so long as it is the "article" they ordered from the traveller.

Of course, we all know that if it wasn't for this class of merchant the manufacturer of inferior goods would go out of business—but, Mr. Merchant, don't you let anybody think for a minute that you're that kind of a business man.

You don't intend to be a "dumping ground" for these inferior goods.

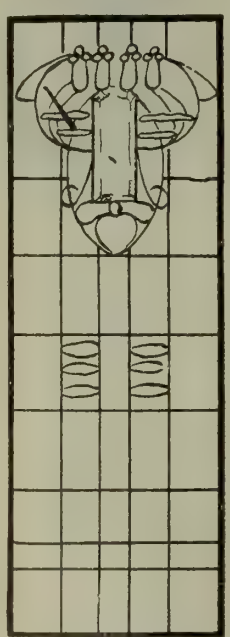
When you want a Hinge, you want the very best kind of a Hinge—

A CRESCENT BRAND HINGE

The up-to-date Hardware man knows what he has to pay for and doesn't take chances. There are several kinds of Hinges and Butts, and those of quality and merit bear the **"Crescent Brand."**

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO



Design No. 915, Supplementary Catalogue.

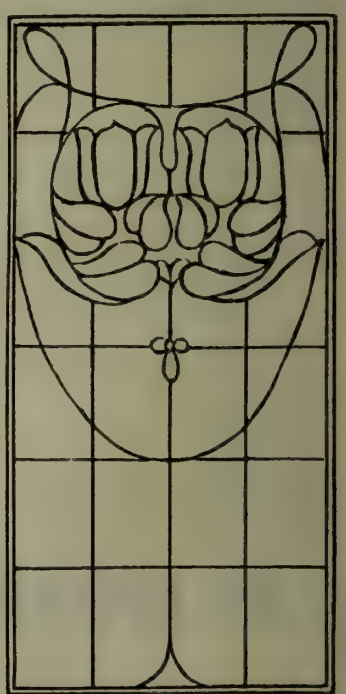
LEADED ART GLASS

Send us your next order for Leaded Art Glass, that you may be convinced that we are abreast of the times in quality of workmanship and designs.

Orders for glass, other than manufactured, can be shipped same day as received.

Our large stocks of SHEET WINDOW GLASS are second to none in quality and Quantity.

Send us a Trial Order

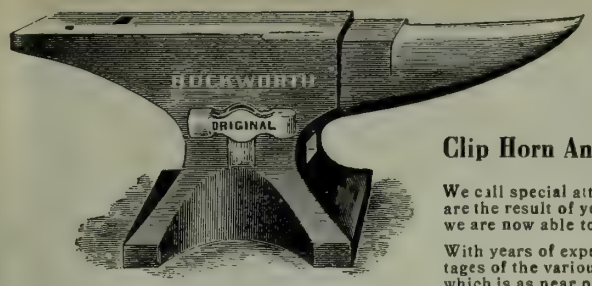


Design No. 902, Supplementary Catalogue

The Hobbs Manufacturing Co. Limited

Factories and Warehouses

TORONTO LONDON WINNIPEG



BUCKWORTH

Solid Wrought General Blacksmiths' and Clip Horn Anvils, with Crucible Steel Face : : :

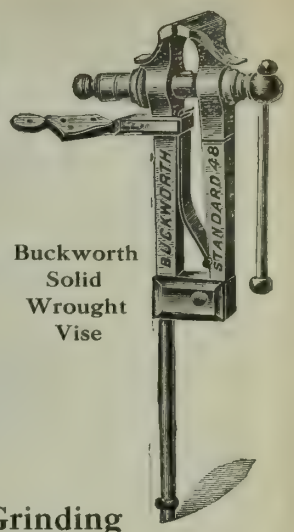
We call special attention to our Farrier's Clip Horn Anvils. These Anvils are the result of years of careful study on our part of the Farrier's wants, and we are now able to present an anvil that is perfection.

With years of experience and careful study of the advantages and disadvantages of the various makes of anvils on the market, we here present an anvil which is as near perfect as it is possible to be. The size of face, length and fullness of horn and depth of drop have all been considered. We defy a better shaped anvil for general blacksmithing.

Every genuine **BUCKWORTH** Anvil is made of the best Wrought Iron and faced with the best Crucible Cast Steel, carefully tempered and tested to secure absolute uniformity. The **BUCKWORTH** Anvil is made by the latest improved methods. Top and bottom are each one solid piece and only one weld at the waist.

The steel faces to these anvils are all put on in one solid piece.

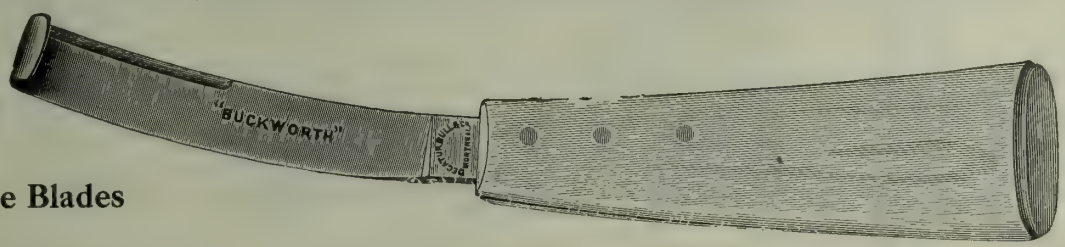
NOTE.—That every genuine **BUCKWORTH** Anvil is stamped the name **BUCKWORTH** together with the word "original" on a hammer.



Buckworth Solid Wrought Vise

Anvils, 40 to 600 lbs. carried in stock

BUCKWORTH FARRIER KNIVES are superior in Quality and Grinding



Malleable Handles

Adjustable Blades

Buck Handles Secure Blade

Write **DECATUR, BULL & CO.** For Catalogue

SELLING AGENTS. MONTREAL, CANADA.



No Duty to Pay

Canadian Made

Turkey Feather Dusters

We put the extra value in the goods and save you that money or, in other words, you get a duster of far better quality for the same price as you would pay for an imported article. In every race quality counts and that is why it will profit you to handle home productions. You know their worth and reputation and strong selling points.

The "Bull Dog" Brand

Buy from the makers

H. W. NELSON & CO., Limited

TORONTO, CANADA

Fish Both Streams



The dealer who carries

Reliance Plate

in addition to

COMMUNITY SILVER

Makes

DOUBLE PROFIT

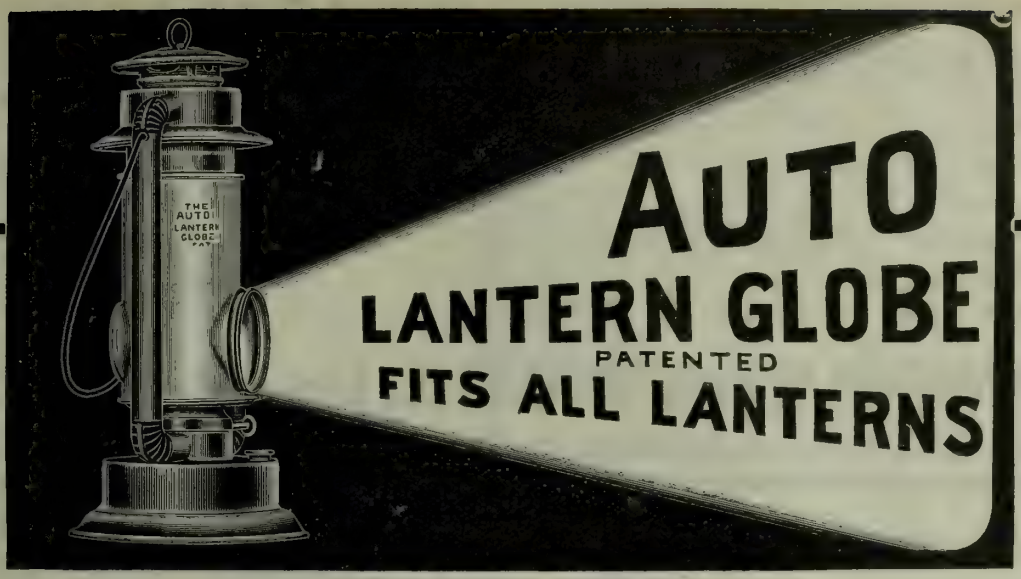


ITH COMMUNITY SILVER he appeals to those who want the best —

While with Reliance Plate he satisfies an equally important demand; for plated ware of guaranteed wearing quality at a very low price. Moreover, Reliance Plate is the ideal plated wear for outfitting country homes, summer cottages, etc., etc.

Don't lose the profit on this class of trade. Carry Reliance Plate *in addition* to Community Silver and get your share.

ONEIDA COMMUNITY, LTD. - - - NIAGARA FALLS, ONT



Here You Are—A Real Hummer of a Proposition to Boost Those Dull Summer Sales

Don't talk about things being dull when you have **such** an opportunity of making money with little effort.

The Auto Lantern Globe is a mighty good proposition for you **as a summer line**, and if you sell it,—**simply get after the trade that is there for the asking,**—your summer sales will be eminently satisfactory.

Just look ; See those whom you can sell to :

Owners of Motor Boats and Launches of all Kinds
Summer House Owners who Always Need Lanterns
Farmers who are Bound to Use Lanterns Always
Merchants who have to Make Night Deliveries
Factorymen who demand a SAFE Lantern Globe
The Ordinary Householder who Needs at Least One

Now, don't YOU think that these people would like to hear from you, an up-to-date merchant, that **in YOUR store** you have a lantern globe which is the last word in modern make, absolutely safe, and a giver of 150% **more** light than the average lantern.

Isn't it logical that they'd be interested, **especially the summer people.** You can just bet **yes.** Then why not get this business, why not simply call their attention to the **Auto Lantern Globe**, the globe that is made of metal, with an aluminum finish ? The globe that **will not break ;** the globe that **prevents fires and explosions ;** that will fit **all** makes Tubular Cold Blast Lanterns.

And the Auto Globe is **SO CHEAP** that everybody can afford to buy it. Sales are **easy.**

This Summer Trade Will Well Repay Your Looking Into

Manufactured by the sole owners to patent rights **The Schultz Mfg. Co., Ltd.,** HAMILTON, Canada

Sales Agents : A. H. BRITTAIN & CO., MONTREAL

STRUCTURAL STEEL IS PAYING PROPOSITION.

Our capacity is 25,000 tons a year. We stock all kinds of high grade steel beams, angles and channels. All our material is of the finest grade. We have an interesting and money-making proposition for you. No one should be able to sell our goods as well as a hardware dealer who knows all the local contractors and builders and what they contemplate doing. You can make a fine profit by closing a few orders. You do not have to carry one dollar's worth of stock. Where is there another opportunity like this? Write us about it to-day.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

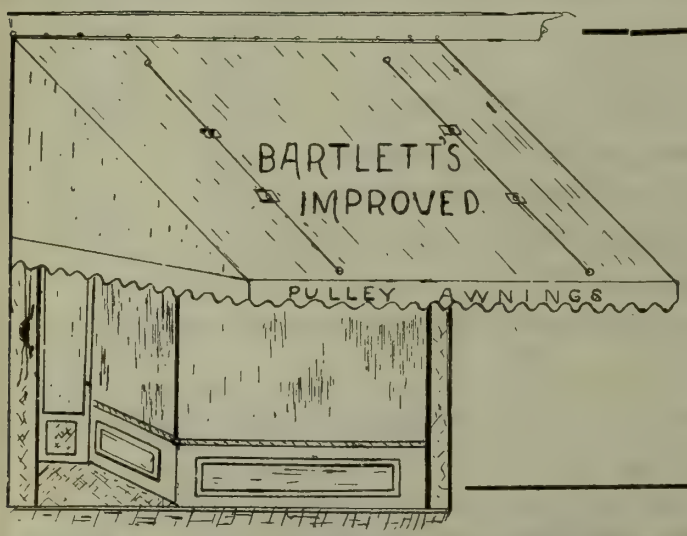


COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Take a Look at this AWNING!

IT IS

BARTLETT'S IMPROVED PULLEY

RUNS EASY. NO LODGING of ROPE.

SOLD AT LOW COST.

Write us about Quotations, and how to order an Awning, if you do not know.

WM. BARTLETT & SON

20 Adelaide St. West, Toronto, Ontario

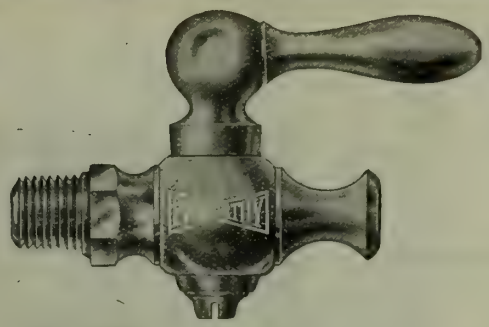
Good Proposition for Live Agents

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

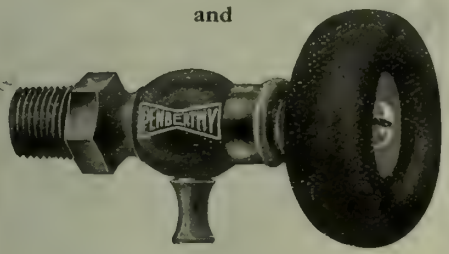
COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



PENBERTHY AIR COCKS

and



RADIATOR AIR VENTS

are always reliable

SPECIFY OUR MAKE WHEN YOU ORDER

Manufactured by

Penberthy Injector Company, Limited
Windsor, Ontario

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

Make the Famous

DILLON HINGE STAY FENCE



Do You Handle It?

If not, let us have your reasons?

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

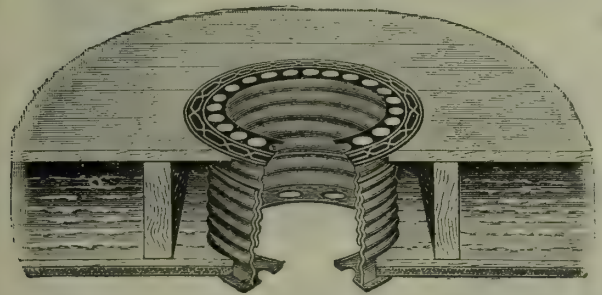
One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

O. K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles on the market. For sale by leading jobbers, and manufactured exclusively by

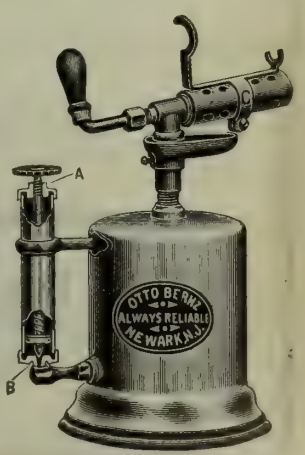
METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)

furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any obbing house in Canada.



OTTO BERNZ
13th St., Newark. N. J.

COMMUNITY

GALVANIZED

SASH CHAIN

Community Galvanized Sash Chain is made from the best quality of rolled steel stock; made on special machinery of our own manufacture. It is carefully hot galvanized and guaranteed not to rust. The tensile strength per square inch of cross section has a higher fusing point than bronze, copper or any of the alloys used in the manufacture of other sash chains. It will not stretch or melt at temperatures that will melt chains made of other metals, and they will remain in place after the most severe fire tests.

We have standardized the numbers of our Sash Chains to correspond with the weight of double hung sash that they will safely carry.

No. 80, for sash weighing 80 lbs.
No. 100, for sash weighing 100 lbs.
No. 130, for sash weighing 130 lbs.

Tensile strength more than six times that required.

SEND FOR SAMPLES AND PRICES



Detail showing Community Guaranteed Sash Chain used on a Fire-proof Sash.

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONTARIO



Every Test Proves the Superiority

OF

GREENING'S Patent COW TIE

TWENTY YEARS OF PRE-EMINENCE.

Quality is the basis of all values, and time the critical trial of all things. Long established houses know this, and realize that the only permanent satisfaction in business comes from handling the best.

Greening's Patent Cow Tie has been proved by the tests of time, wear, and endurance to be the strongest on the market. Back of it is a reputation of a score of years. These Ties are of seven kinds and are made in six sizes.

We have a complete line of all sizes ready for shipment.

Insist on getting "Greening's" from your jobber.

Manufactured by

The B. GREENING WIRE CO., Ltd.

HAMILTON, ONT. MONTREAL, QUE. WINNIPEG, MAN.

Wire Nails

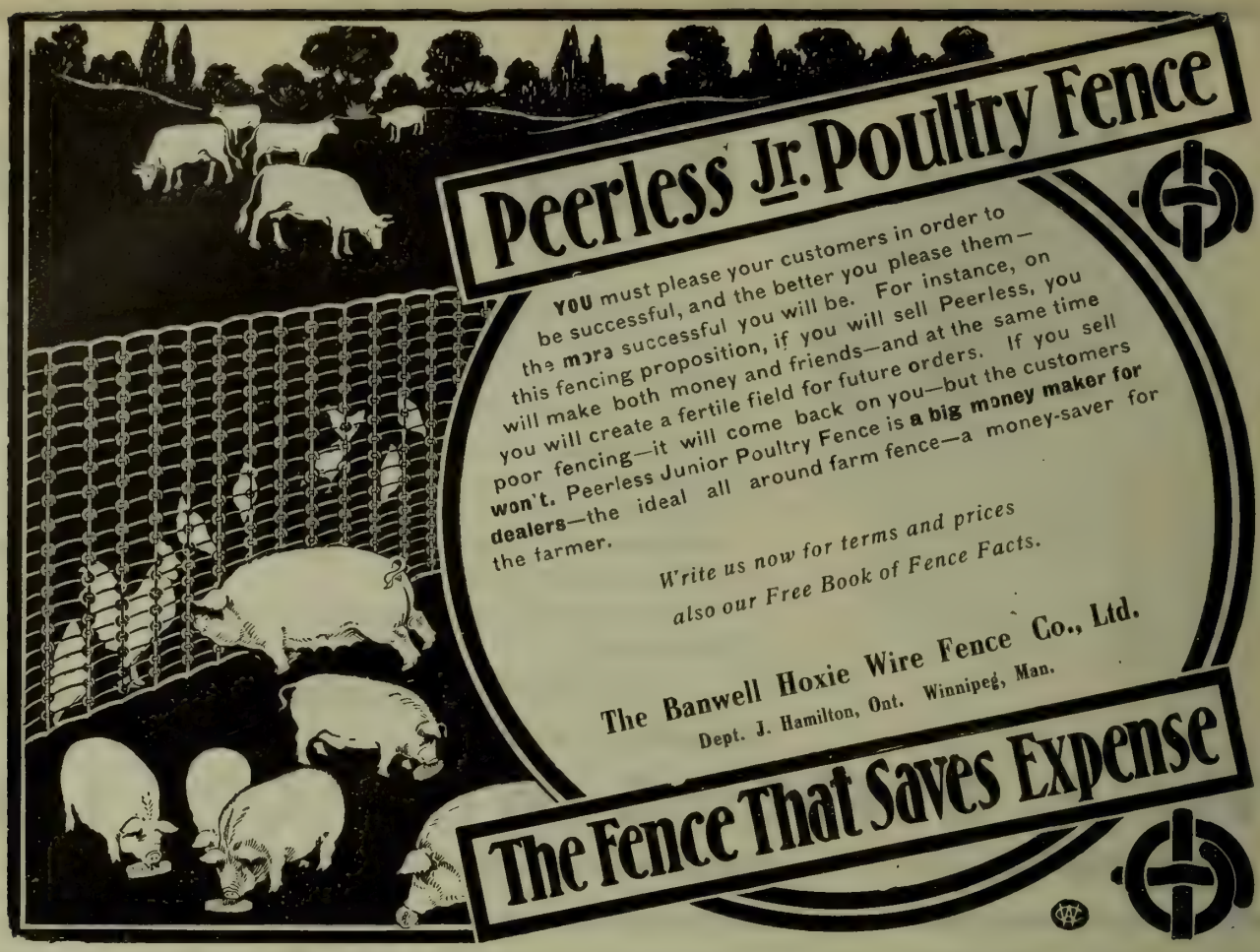
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Bright Wire Goods

If your stock of any of the above is getting low, make up your specifications now. We have a complete stock and can make prompt shipment.

Always specify for "Dominion" goods.

Dominion Wire Manufacturing Co., Ltd., Montreal



LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied
You'll be, Too!

The Beardwood Agency

313 New York Life Building - MONTREAL



PAGE WHITE FENCES **Get the Best.** Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.
THE PAGE WIRE FENCE CO., LIMITED Largest fence and gate manufacturers in Canada.
WALKERVILLE TORONTO MONTREAL ST. JOHN VANCOUVER VICTORIA

RELIABILITY *versus* SPECULATION

Goods at low prices are often a snare for the dealer. Long profits on merchandise cheapened as an inducement for you to buy are risky.

Speculative methods will not build for you the sort of reputation you can consider as an asset.

For sure, safe profits, sell goods which you can confidently recommend at standard prices.

You are always on safe ground when you sell

ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE

You are protected in the sale of Asbestos Sad Irons by uniform retail prices, assuring you a satisfactory profit.

You are helped in the sale by advertising materials which are real business starters.

Your commendation to customers is backed up by a rigid guarantee by the manufacturers.

Asbestos Sad Irons are on a solid basis of honest value, fair prices and sure profit. Tie to them.

The Dover Manufacturing Company

Canal Dover, Ohio

DIAMOND

BRAND  FITTINGS

PERFECT in threading, quality and workmanship, no sand holes, and no flaws.

WHOLESALE ONLY

Oshawa Steam and Gas Fitting Company, Limited
OSHAWA, CANADA

NEW YORK ST. LOUIS

TRADE SECRETS IN MIXED METALS

No. 1. We may not be revealing one of them when we say a most important part of the mixture is brains.

No. 2. Owing to the nature of the business a buyer's best safeguard is to deal with an absolutely reliable house.

QUALITY, INTEGRITY and ENTERPRISE,
These are our foundation stones.

HOYT METAL COMPANY

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Largest Manufacturers of Mixed White Metals in the World.

BABBITT METALS, SOLDERS, TYPE METALS, CASTING METALS, SPECIAL ALLOYS

CHICAGO Write for descriptive catalog and prices. LONDON

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office, - TORONTO, ONT.

District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

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ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

TENTS

All sizes and styles, made of the highest grade duck, kept in stock, and made to order. Prices on application.

Awnings, Sails, Flags
Made on the Shortest Notice.

Thos. Sonne, Sr.

Phone M. 1161 193 Commissioners St., Montreal



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

CORN AND BEAN PLANTERS



King of the Field, the best hand planter made. Triumph, the cheapest good planter
Step Ladders. Curtain Stretchers. Folding Ironing Boards. Folding Clothes Bars

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE - ONTARIO

RODGERS' Cutlery and Plate

NONE GENUINE unless bearing the TRADE MARK



James Hutton & Company

Montreal

Sole Agents for Canada

DISSTON

SAWS, TOOLS AND FILES

MADE
SOLD
USED

On Merit

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS



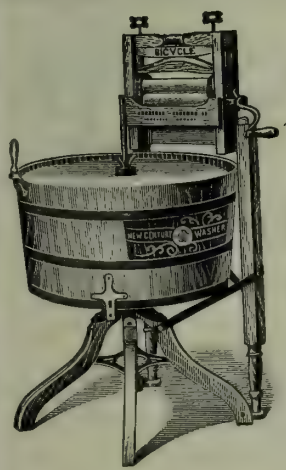
HENRY DISSTON & SONS

INCORPORATED

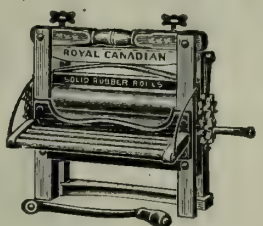
Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

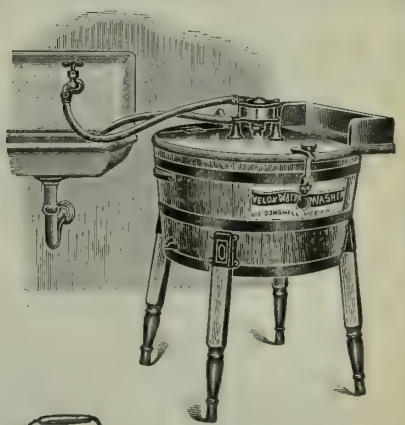
LET THIS



Up-to-the-Line



Minute Be



YOUR MASCOT

FOR THIS SEASON



THEY ARE

TRIED AND TRUE

AND NEVER FAIL
TO BRING

BIG RETURNS

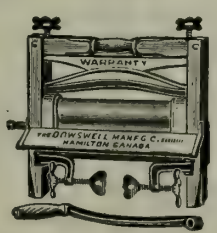
Tell us what you are in the market for
WE HAVE 'EM





BENCH WRINGER

THE
Dowswell
Mfg. Co.
Limited



Hamilton
Canada





Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

THE BEST SELLERS IN CANADA

Because they are so handy—so easy to run—so hard to wear out. More

"FAVORITE" CHURNS

are sold in this country than any other make. Light but perfectly rigid angle-iron base; roller bearings; hand, foot or combination drive; axles BOLTED to the barrel; metal work aluminum painted OVER WHITE LEAD. These are some of the features that make this churn really the "Favorite." Eight sizes—to churn ½ to 30 gallons.



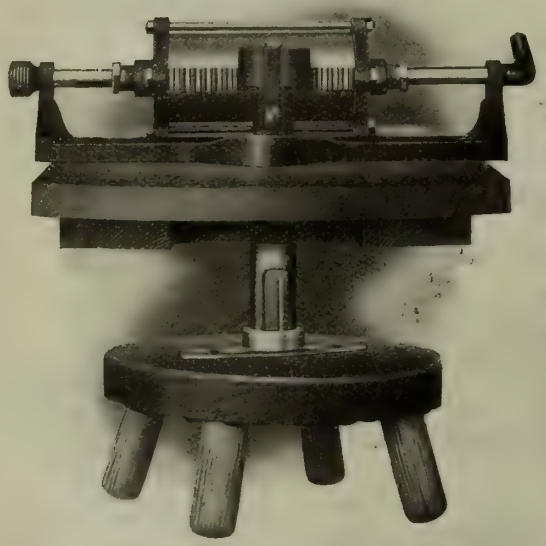
WRITE FOR BOOKLET AND PRICES

DAVID MAXWELL & SONS, - - - ST. MARY'S, ONT.

Excello Power Washer

Turn the faucet, the EXCELLO washes while you rinse, and hang out.

CITY WATER RUNS IT.



Write for Booklet and Prices.

Excello Specialty Co.

BERLIN, ONT.

For Sale

Builders' Hardware Manufacturing Business

WELL EQUIPPED PLANT, COMPLETE WITH DIES, TOOLS, ETC.

Adjacent to the City of London
Taxes Low

Private Siding Connecting with All Railroads

London & Western Trusts Co.

Limited

LONDON, ONT.

DIRECTORY OF MANUFACTURERS

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"GET THE BEST"
Phone or Write
The CARTER-CRUME CO., Limited
TORONTO and MONTREAL

CHILLED SHOT.

ABBEY IMPROVED CHILLED SHOT COMPANY, LIMITED
Sole Manufacturers of Improved Chilled Shot and Makers of Hard and Patent Shot
Newcastle-on-Tyne
Samples sent on application
Before buying elsewhere send for our prices

CLIPPERS.



PRIEST'S CLIPPERS THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Wiebusch & Hilger, Limited, special New York representatives. 106-110 Lafayette Street.

ELECTRIC DRY BATTERIES.



X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

FIRE ESCAPES.



James & Reid Improved Folding Fire Escape & Roof Ladder.
Reasonable in price and of simple construction Made of ⅜ round, high-grade steel. Sections and hooks 12 inches long.
Write for further particulars.
JAMES & REID, Sole Manufacturers
PERTH, - ONT.

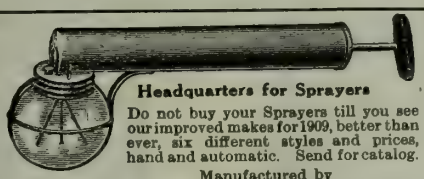
FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St - - - - Birmingham

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



Headquarters for Sprayers
Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.
Manufactured by
THE COLLINS MFG. CO., TORONTO.

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
PHONE 159 P.O. BOX 257 SASKATOON, Western Canada

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PORTABLE OVENS.



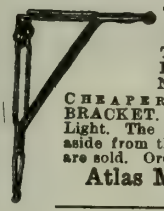
BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Are you interested in any of the lines that are advertised?
A postcard will bring you price list and full information.
Don't forget to mention HARDWARE AND METAL.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.
Atlas Mfg. Co., New Haven.

WIRE SOLDER

WIRE SOLDER
All Sizes
Write for Prices.
THE CANADA METAL CO., LIMITED
Toronto.

SNAPS.

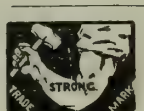
"QUEEN" LOOP SNAP
Strong  Durable

No. 900—Another addition to our line.
COVERT MFG. CO., TROY, N.Y., U.S.A.

STEEL TANKS.

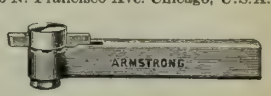


TOOLS.



ARMSTRONG PLANER TOOLS Are ALWAYS ready for use.
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE
with an assortment of Cutters
EQUALS A DOZEN FORGED TOOLS.



VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
7 Pontiac St. - Montreal

When writing advertisers kindly mention having seen the advertisement in this paper.

GARBAGE CANS

WITH GALVANIZED STEEL BODIES AND SEAMLESS COVERS

Designed and Construoted to Give the Greatest Amount of Strength at Points of Greatest Strain



Two Sizes, with Wood Side Protectors

Nos.	400	500
Dimensions inches	17 x 25½	18 x 36

Three Sizes, without Wood Side Protectors

Nos.	30	40	50
nches	14 x 21	17 x 25½	18 x 36



THE "ARROW" CAN

Two Sizes

No.	1	2
Inches	15 x 24	17 x 24

With or without covers

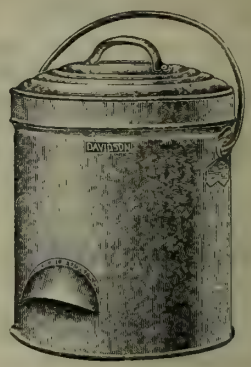


THE "REGULATION"

One Size Only

No. 4, inches 14½ x 20¾

With six wood side protectors



Three Sizes

No.	1	2	3
Inches	12½ x 13¾	14 x 15	15 x 17

Supplied with bail and back handles

These cans are heavily galvanized inside and out after parts are assembled and made up. This is a very important feature as it prevents rust and corrosion from eating out the bottoms.

FULL DESCRIPTIVE CIRCULAR AND PRICES FURNISHED ON APPLICATION

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL AND WINNIPEG

AN ARTICLE THAT EVERY HOUSEHOLDER WILL BUY IS THE

"Rollston Easy" Pulley



It is easily put up, easily operated, sells at a popular price and saves the lady of the house many steps on washing day. It is strongly and simply built, with adjustable guard, steel yoke and suspending link.

Write us for terms. ***No better selling device.***

C. S. Rollston Hardware Specialty Co.

VANCOUVER, B.C.

ECONOMICAL FENCING.

"Neptune Unrivalled" Wire,

	Breaking Strain	Length per 100 lbs.
"NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g.	720 lbs.	679 yds.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY.

When properly erected it will last a life-time without sagging in summer, or snapping in winter. Owing to the greater length per cwt. in this wire, you can save 60 per cent. as compared with ordinary wire, and get a better wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerk, Mulheim-on-Rhine.

For particulars apply to Watson Jack & Company, Montreal.

The "BUCO" Garden Cultivator

Patented ***HANDLE 4½ FT. LONG***



We claim a person can do more weed killing and cultivating—the two essentials in growing things—with a "Buco" than with any other hand tool made, and do it easily. Our claim is backed by a guarantee that every one tried will prove it, or we will take it back and refund price.

Sold by Hardware Jobbers.

Manufactured only by

BAILEY-UNDERWOOD CO., LTD.

NEW GLASGOW, N.S.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

MEN WHO SELL THINGS

By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average selle of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; 'How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 259 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

The Greatest Boon to the Man Who Shaves Himself

DOUBLE-ACTION STROPPING MACHINE

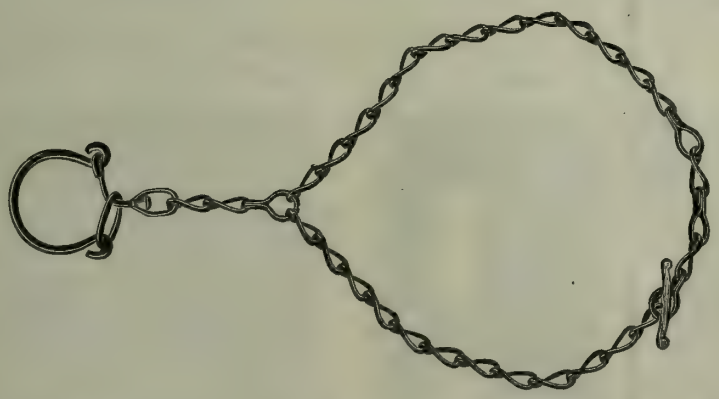
FOR ORDINARY OR SAFETY RAZORS



The majority of men who do not shave themselves will testify it is because they cannot keep their razor sharp. This Double-Action Stropping Machine does away with any such difficulty and makes shaving a delight. No other Stropping Machine will sharpen both sides of the blade evenly and correctly.

Write for our free booklet "Some Pointers for Gentlemen Who Shave Themselves."

McGILL CUTLERY CO. **P.O. Box 366, MONTREAL**



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

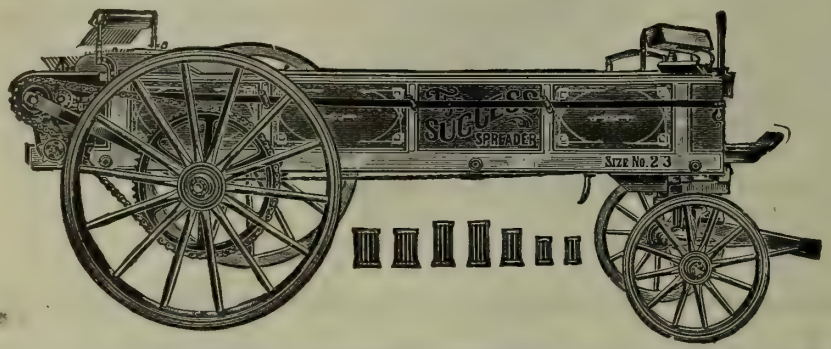
McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Montreal, Jan. 21st, 1909
J. W. Harris Mfg. Co., Ltd., Montreal.

Gentlemen:—I have your favor of the 16th inst., and beg to advise you that the "Zephyr" Ventilator which you supplied to me in September, 1908, has given entire satisfaction.

Yours truly,
Andrew A. Allan,
of Allan Royal Mail Steamers
287 Stanley St.

Made by

THE J. W. HARRIS MFG. CO., LIMITED
CONTRACTORS
Montreal

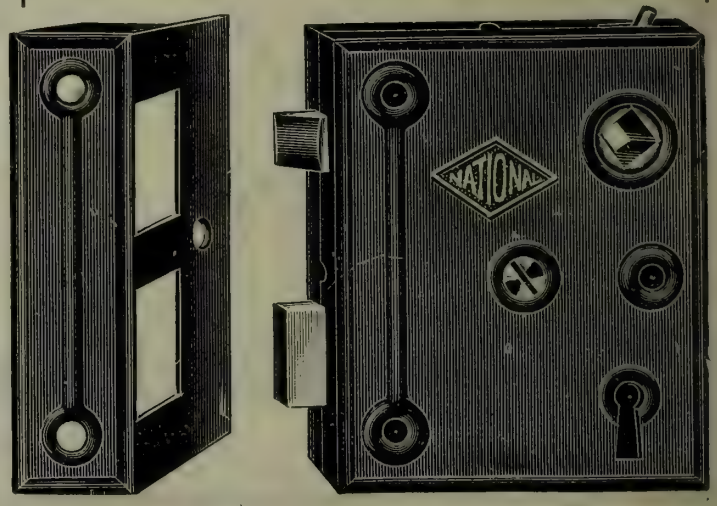
Steel Rim Locks

ARE THE BEST

You can depend on them every time. We are the only makers of this kind of lock in Canada. It will pay you to handle the National Brand.

Order from your jobber

NATIONAL HARDWARE CO., LIMITED
ORILLIA ONTARIO CANADA

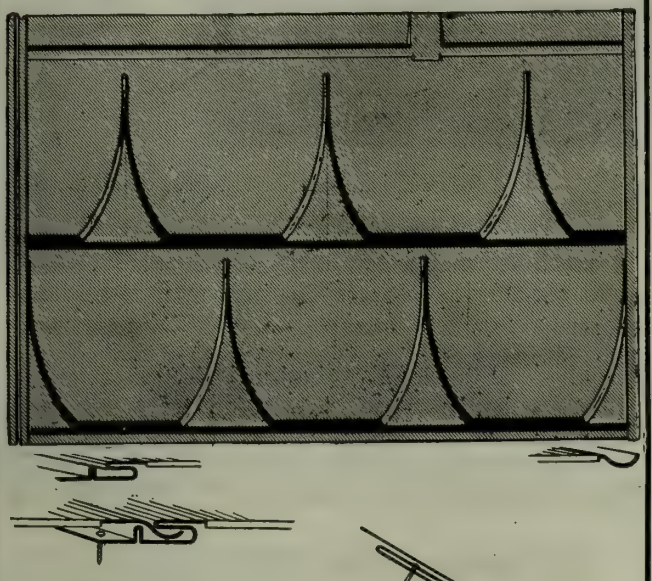


Strengthen Your Hold on the Roofing Trade

You should be a leader in this line of trade as, owing to the general activity in building, there will be more roofing sold this season than ever. You can show the newest and best thing on the market with

"CROWN" PATENT STEEL SHINGLES

LOCKED ALL ROUND



Write for our Price List

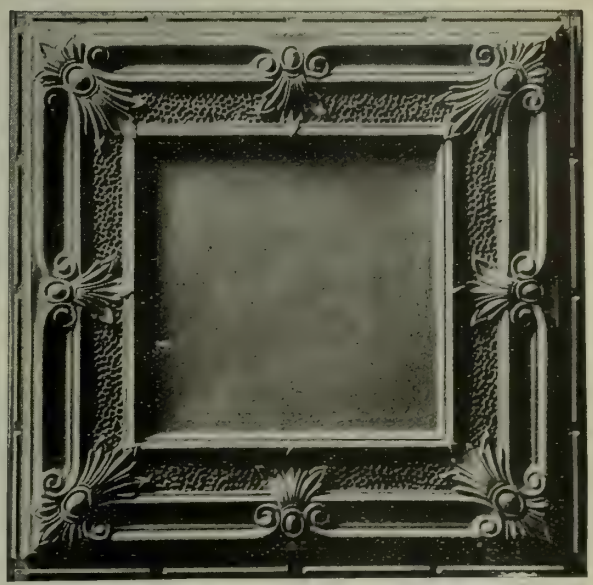
McFARLANE & DOUGLAS, LTD.

"Crown" Cornice Works

250-260 SLATER STREET, - - OTTAWA

We have Always Protected the Trade

METAL CEILINGS



This Louis XIV. Plate is in exceedingly good taste. You can recommend it with pride to people who want something *different*. It is new and exclusive. Just the thing for a lodge room or hall.

If you do not yourself erect metal ceilings remember that our skilled mechanics are at your service.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL





Are you handling our fine line of tea and coffee urns?

They are leaders in their line.

Look for the Buffalo trade mark.

Get Our Catalogue and Prices.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto.

"Brantford" "Roofing"

Free

A Series of Retail Ads.

We have had a series of roofing advertisements prepared, at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads. are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing," it's time you were. Better write for our proposition.

Brantford Roofing Co., Limited

Brantford - Canada

Montreal Branch: 300 St. James St., Montreal, Que.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

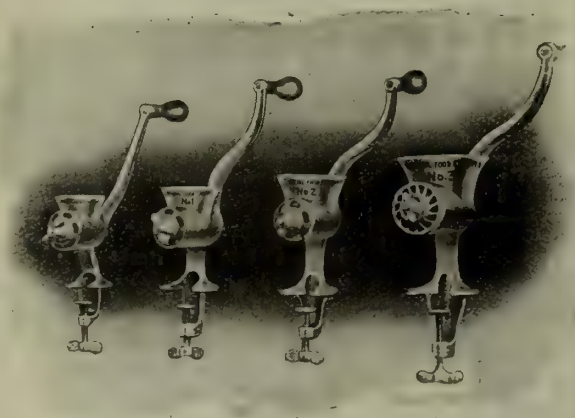
TORONTO **ST. JOHN**
MONTREAL **WINNIPEG**
HALIFAX **VANCOUVER**

Canadian Sales Agents
55 Colborne St.
TORONTO, ONT RIO

Simplicity Efficiency Durability

are all found in

"GENERAL" and "SHIRREFF" CHOPPERS



They are equipped with self-cleaning, self-sharpening, non-rustable knives. The choppers are made in four sizes and the knives in five, thus answering all demands from the greatest to the most minute. No better line to have on your shelves.

Prices and Discounts on request.

THE SHIRREFF MANUFACTURING CO., Ltd.
BROCKVILLE, - ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

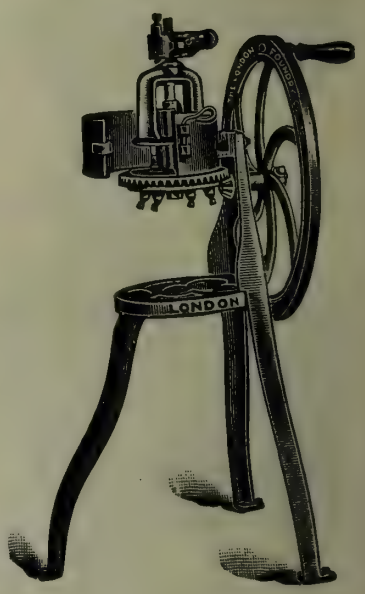
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA



DRY AND LIQUID BATTERIES

COLUMBIA
PRINGLE
XCELL
} DRY

SAMSON
BEACON
} LIQUID

WRITE FOR PRICES

The R. E. T. Pringle Co., Ltd.

WINNIPEG MONTREAL





SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



NO TANG TROUBLES

When You Use The

"Norka" Two Grooved High Speed Twist Drill

(THE DRILL WITHOUT A TANG)

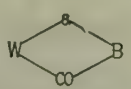
because in making the Drill a piece of the stock is left untwisted and serves as a shank.

The Drill is held in the chuck by a pair of jaws, fitting the grooves of the shank perfectly and securely locked.

This Drill is twisted while hot from "W. & B." High Speed Steel, therefore the grain of the steel is not disturbed in any way, consequently the Drill has great stength.

Tempered by our special process and ground to size.

Write for Catalogue No. 72—shows all "W. & B." High Speed Tools.



TRADE MARKS



The Whitman & Barnes Mfg. Co.

Canadian Factory and Sales Office: **St. Catharines, Ontario**



BANNER
TRADE MARK.

DO IT NOW

By placing your orders **NOW** for **"BANNER"** Cold Blast Lanterns, you insure yourself against being short of them when they start to sell.

"BANNER" C. B. Lanterns

have the reputation, because they are **HEAVY, WELL MADE,** and have many points of **SUPERIORITY.**

YOUR JOBBER HAS THEM.

Manufactured by

Ontario Lantern and Lamp Co., Limited

Hamilton, Canada



321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of

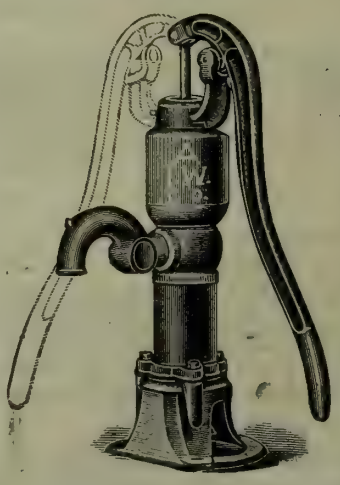
McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

Galt, Canada LIMITED

Aylmer Pumps



The above words always bring to the mind of the man who knows them, the thought of **Quality.** That has always been our aim and we are accomplishing it if the increase in the demand for our goods tells anything.

Don't forget that we have a full line in Pumps and Supplies. Also Iron Pipes and Pipe Tools, Scales, Extension and Step Ladders, etc.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



When You Think of Furnaces

Think of Us.

The "ADMIRAL" FURNACE stands alone as a SALESMAKER, and then it brings SATISFIED CUSTOMERS to your store.

BACKED BY OUR GUARANTEE is the slogan which means SALES for you.

Our Handbook on heating gives valuable talking points for you and fine information for your customer.

See our corrugated new cast iron-lined radiator—newest and only one on the market.

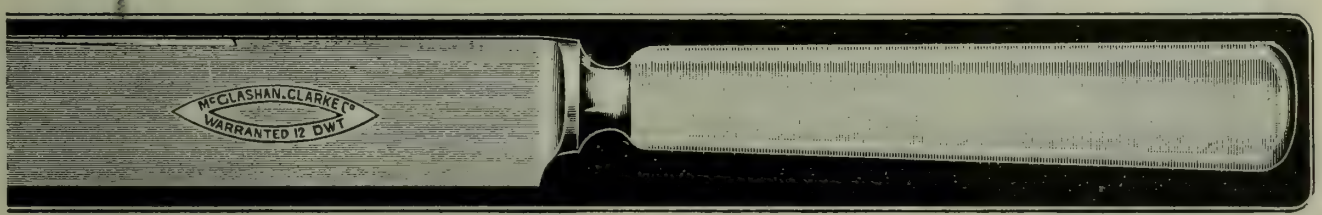
Record Foundry & Machine Co., Ltd.

Factories - - - MONTREAL AND MONCTON.

Sales agencies at Toronto, Winnipeg, Calgary, Vancouver and St. John's, Newfoundland

MADE OF THE BEST CRUCIBLE STEEL

ONE OF OUR LEADING KNIVES



All knives bearing our stamp are finished with the utmost skill and carefully hand burnished. Here is a line of oval handle, round end, done up in neat racked boxes, each box containing one-half dozen. We guarantee that these knives will strip 12 dwt. pure silver to the dozen.

THE McGLASHAN CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG



SELL

Royal Metal Polishes

NOW

Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

ROYAL POLISHES COMPANY

MONTREAL

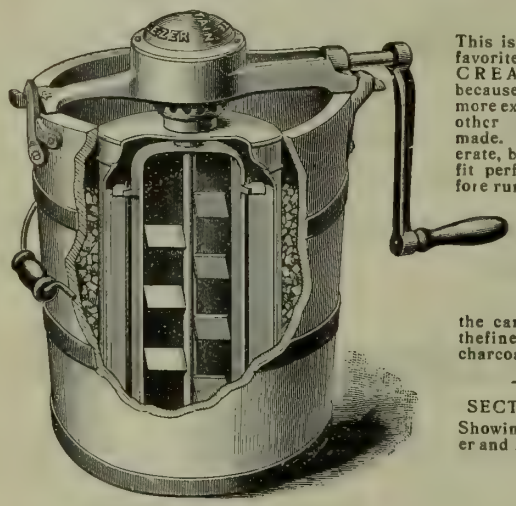
AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

"They Come From McClary's"

That's the surest introduction an article could have

"White Mountain" Ice Cream Freezer

MADE WITH CRANK OR FLY WHEELS



This is universally the favorite family ICE CREAM FREEZER, because it combines more excellence than all other family freezers made. It is easy to operate, because the parts fit perfectly and therefore run smoothly.

It is exceptionally durable. The tubs are built very strong, and will not warp, leak or crack, and the cans are made of thefinest quality bright charcoal tin-plate.

SECTIONAL VIEW
Showing Duplex Dasher and Double Scrapers

"Model" Refrigerator

The "Model" is a moderate-priced Refrigerator, but compares favorably with the more expensive lines, and is much better value for the money than many of the so-called high-grade refrigerators.

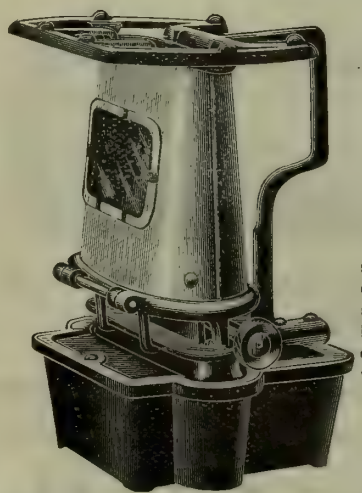


It is made of Hardwood, finished in Golden Oak; has heavy solid bronze locks and hinges and is lined with galvanized iron, while the insulation is superior to many of the higher-priced refrigerators.

The linings are made of metal and are removable for cleaning. This is an especially valuable feature.

Door on Provision Chamber and Lid are both, in the inside, lined throughout with metal. In order that Drip Pan may readily be drawn out or placed in position, the "Model" is constructed with a swing base.

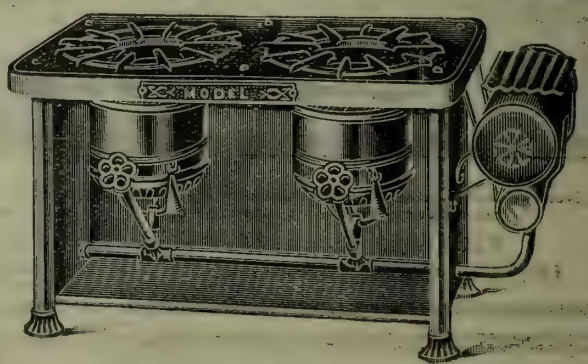
"Golden Star" Lamp Stove



CAST-IRON OIL TANK
4-INCH BRASS BURNER
ALL CAST-IRON PARTS JAPANNED

This is a heavy and durable stove, with convenient handle for carrying. The burner is set high, and plenty of air spaces surround it to prevent odors from overheated oil. The chimney is bright tin with mica illumination.

"Model" Wickless Blue Flame Oil Stove



HEIGHT, 14 INCHES. AN IDEAL SUMMER STOVE.

Reliable Easy to Operate Easily Cleaned

Our 32-page "Summer Cooking Specialties" Booklet tells you the whole story about why it is profitable to buy from us. Send for copy.

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John Hamilton Calgary

Good Results are Certain

GURNEY-OXFORD

THE TRADE MARK OF HIGHEST QUALITY

¶ The new lines which are now almost ready for the market are the kind that will make the other fellow—your competitor—uneasy.

¶ Our travellers can tell you all about what's coming, or we will be pleased to hear from you direct. Meanwhile sit tight and be prepared for a big surprise in stove values.

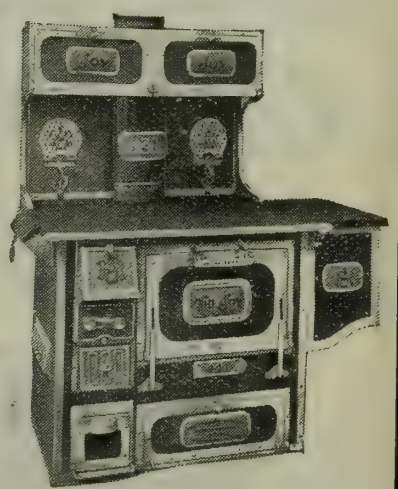
GURNEY-OXFORD

THE TRADE MARK OF HIGHEST QUALITY

The Gurney Foundry Co., Limited

HAMILTON TORONTO MONTREAL
WINNIPEG CALGARY EDMONTON VANCOUVER

To Gain Custom
You Must Please Your Patrons



The Joy Malleable

You can do this with **The Joy Malleable Range**. It is made of the highest grade polished steel and malleable iron. The Range bodies are of No. 16 Wellsville Polished double stretched steel plates, lined with heavy asbestos mill board, covered with Bessemer Steel, protecting it so that it is indestructible. All tops, doors, door frames, dampers, handles, hinges and supports are of malleable iron, which not only admits of riveting throughout, but insures against fire cracks, and breakages either from shipping or using.

These sizes are ready:—**No. 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.** Shipping Warerooms in Toronto, Winnipeg and Vancouver.

Send for descriptive matter and quotations.

The Canadian Heating & Ventilating Co.

Owen Sound, Ontario LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B .C.

Hamilton Jewel Gas Ranges



THESE ARE THE RANGES YOU SHOULD HANDLE

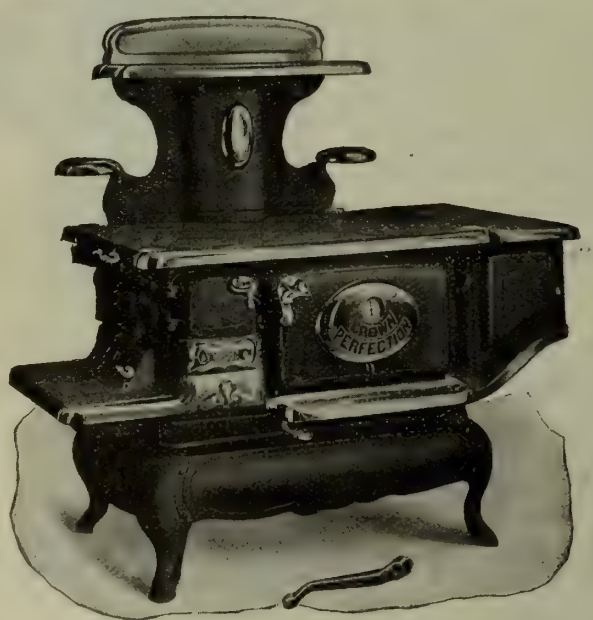
1. BECAUSE they are equipped with Jewel Adjustable Needle Valves, the most perfect gas valve ever constructed.
2. BECAUSE they are fitted with two-piece slotted burners which can be easily removed for cleaning.
3. BECAUSE both the main top and oven bottom are made of cast iron (not sheet steel) and will neither burn out nor rust out.
4. BECAUSE the Graves Patent Safety Lighter is used to light the oven burners. The dangerous Pilot light is discarded and explosion made impossible.
5. BECAUSE the ranges are mounted on five-inch nickel-plated feet, making it easier to sweep under them.
6. BECAUSE you don't have to wait for repairs in case any are needed. No customs entry, no duty, no delay.
7. BECAUSE they are equal in approved up-to-date features, mechanical construction and handsome finish to anything produced on the American continent, and FAR SUPERIOR to most imported U. S. ranges.
8. BECAUSE they are made in over 100 VARIETIES and you can get any style you wish.

THEY ARE MANUFACTURED ONLY BY

The Burrow, Stewart & Milne Co., Limited

HAMILTON, ONTARIO ═══════ Established 1864

CROWN RANGE



PLAIN, CLASSICAL DESIGN
RICH, SMOOTH FINISH

The CROWN has many good points of merit, viz:

LARGE DOUBLE WALLED OVEN
ALL LOOSE NICKEL TRIMMINGS
GOOD BAKING QUALITIES

Send for Our Latest Stove Catalogue.
Our Prices Will Interest You.

The Jas. Smart Mfg. Co., Limited :: Brockville, Ont.

ANYTHING
IN
STEEL
OR
WIRE

We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL



Electric and Gas Fixtures

The most attractive and best selling lines, with many exclusive styles and a wide range for selection. This is headquarters for every dealer who wants fine quality at moderate cost.



We make a specialty of quality, and aim to put more value and merit into each line, and improve the goods in every way.



We endeavour to please and satisfy with every individual order, and to furnish goods of a class that your orders to follow will reach us as a natural result. : : : : : : : : :

The Jas. Morrison Brass Mfg. Co., Limited, Toronto

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

Kemp's Enameled Preserving Kettles and Fruit Jar Fillers

WILL BE IN DEMAND NOW.



PRICE LIST
ON
APPLICATION.



Our brands "DIAMOND" and "PEARL" Wares will satisfy the most critical patrons. Our stock is complete, and we can ship promptly. Send us your orders.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

One of the Best Paying Departments

Sporting Goods so Considered by Many—Opportunities Open for the Development of Trade — Experience of One Hardwareman With Sporting Goods.

Starting late owing to the unseasonable weather which prevailed in the early part of May, the sporting demand has picked up wonderfully, and dealers in various parts of the country report good business. Fishing tackle was somewhat slow to move at first, owing to the ice on the lakes, but the goods are now going splendidly. Baseball and lacrosse outfits are in good request now that the various clubs have started their schedule of matches. All the way round the sporting season promises to be a good one, and merchants who have laid themselves out to cater to the demand will reap a satisfactory profit.

One hardware merchant recently remarked to Hardware and Metal that he looked upon his sporting department as one of his best paying branches. He remembered the time when he first stocked a few lines of sporting goods with fear and trembling, thinking that he was probably only adding to his dead stock. But having taken the lines he determined to push them for all they were worth. He ran good windows—as good as he could with the stock he had—and displayed the other portion of his stock in a prominent part of his store. He also kept track of all new clubs being formed, and dropped a little circular to the officials telling them that if they wished to secure the success of the club they would do well to drop in and see the writer. To his surprise he began to experience a growing demand for his goods, and eventually his sporting department became one of his best paying branches. His store became recognized as a good one by players, and as he did not fail to extend his lines as the demand increased, he added to his reputation, as a sporting goods dealer. There is no reason why any other merchant should not make an equal success of a similar department. An intelligent appreciation of the sporting inclinations of the community show that baseball outfits are not extensively stocked where there is no baseball played, or likely to be, and so on in other lines; good window displays, and a comprehensive stock of those goods which are and should be in demand, are the main factors to success.

The stock question is a very important one. It is a well known fact a sportsman is most impatient. He does not like to wait for his goods. A fisherman, for instance gets an invitation to go for a fishing trip on the day after the receipt of the invitation. He hurriedly looks over his tackle. A new rod is wanted, new bait, and so on. If he finds that the merchant from whom he generally buys has not these things in stock, he cannot wait. He goes to another store, and probably that store will retain his patronage in future. It is the same in other sports. The enthusiast does not like to be disappointed. It is essential, therefore, that the dealer should not let his stock become depleted. He should look over his various lines from time to time, and if there is a shortage, he should not hesitate to order.

Be Active in Forming Clubs.

Be careful not to overstock, but overstock rather than a customer should have to go to another store for his goods.

In carrying a sporting goods department there is this great advantage that the merchant makes friends with many a young person who in time will become a householder and probably a good buyer of ordinary lines of hardware. It is only when a young man settles down that he thinks seriously of hardware, and if he has been in the habit of buying his sporting goods from a certain store he will in all probability continue to buy his hardware from it. In this way the hardware merchant kills two birds with one stone. Besides if he has identified himself with the sporting taste of the community he becomes a good sportsman in the eyes of all, and no stronger word of praise could be awarded. A good sportsman is liked by everyone, in business or in pleasure, and the merchant who is classed as such by the community can rely upon a profitable connection.

For a variety of reasons, therefore, the merchant should encourage the formation of clubs, and if possible donate a prize or two. It is, however, a mistake to bestow this encouragement on those sports which are already well established, although a little nursing will not be amiss. Where baseball, lacrosse, trap shooting, or any other game is well established, and the merchant is getting all the trade that he can expect, he should direct his attention to any tendency towards advancing other games. It must not be forgotten that the dealer will find it more to his interests to help create a demand than to watch those influences which are already working directly in his behalf. If sportsmen in the vicinity are talking of a baseball league encourage the idea. If they want to form a lawn tenis club, or a golf club, the merchant should get interested. Push forward the scheme by personal efforts, offer to get rules and other information on the subject, and incidentally show samples of good lines.

Camping Outfits Show Fair Margin.

With the development of camping-out parties and canoeing trips, merchants located near lakes or rivers should pay increasing attention to the fostering of the demand. There is a good profit on canoes and camp outfits, especially as sale probably leads to a demand for other articles. The trade of the canoeist is well worth having, as in all probability he will not only purchase paddles, cushions, etc., but in time become a regular customer for rifles, fishing rods and other equipment necessary for a cance trip. There are many cases where sportsmen send their orders for crafts to outside stores when a local store carrying a good line would secure the trade. In other cases maybe the sale of a single canoe would induce the sale of a dozen. These are points well worth the consideration of the hardwareman. But merchants who have not already taken in a stock of canoes, their accessories, and a supply of camping-out goods must bear in mind that the surounding conditions have a considerable amount of bearing on the case and must be thoroughly looked into before a conclusion has been reached.

KEEP RIMS FREE FROM RUST.

Rims should be kept free from rust, to facilitate the removal of the covers when tire trouble occurs. Tire experts agree that powdered graphite and glycerine make the best preparation to apply to wheel rims for the prevention of rust. This is compounded by taking a small quantity of powdered graphite and mixing it with glycerine until it becomes a thick paste then it can be applied with a brush. Graphite and linseed oil paint is another preparation for this purpose. If tires are removed about once a month, the casing examined inside and out and soapstone applied to the rims of the wheels, the removal of a tire or the replacement of a tube or casing will cease to be a hardship.

OIL OR GREASE ON FLOORS.

Sporting goods dealers are sometimes confronted with the problem of removing oil or grease from their floors. The most practical method for removing oil and grease from any floor is the use of a hot, saturated solution of common washing soda. This is prepared by dissolving as much of the soda as possible in a quantity of hot water. The solution can be made up in quantity and stored in a barrel or elsewhere. When about to clean the floor, the solution should be heated to near its boiling point and applied hot, supplementing its unaided action by a vigorous sweeping with a stiff broom or brush. Washing soda can be purchased in 25-pound quantities for about four cents per pound.

Retail Hardware Convention at Milwaukee

Canadian Delegates Present for the First Time—Very Instructive Gathering Attended by Delegates From About Thirty States—Secretaries of State Associations Discuss Plans of Organization—National Association Has 11,500 Members and $13,000 in its Treasury.

The tenth annual convention of the National Retail Hardware Association of the United States was held at Milwaukee, Wis., May 25, 26 and 27, about 150 delegates being present from 27 state organizations, and nearly half the delegates being accompanied by their wives. Vice-President M. S. Madole, Napanee, and Secretary Weston Wrigley, Toronto, represented the Ontario Retail Hardware Association as special guests, and Fred C. Lariviere, Montreal, was also a visitor at the gathering, all three Canadians being extended the privileges of the floor as delegates during the meetings.

The opening morning of the convention was a sort of love feast, in which many reminiscences were given of the first convention in Chicago ten years ago and the great results attained and changes made during the interval. The Canadian delegates were called upon, the delegates rising in honor of the visitors, President Stebbins expressed his satisfaction at having representatives present from Canada for the first time, and Secretary Wrigley, in responding, pointed out the importance of the development of fraternal feeling between the retail hardwaremen in Canada and the States as legislation adopted in one country soon becomes law in the other. The establishment of rural mail delivery in the United States ten years ago and its inauguration in Canada last year was instanced. Likewise, the copying of the Canadian Lemieux Act in the U. S. It was further pointed out that the adoption of a parcels post system by the U. S. Government would soon be followed by similar legislation in Canada favorable to the mail order houses. Mr. Wrigley drew attention to the fact, however, that nothing so drastic had ever been proposed in the U. S., as the c.o.d. feature of the parcels post bill proposed by Postmaster-General Lemieux three years ago, and withdrawn on account of the active opposition, led by the Ontario Retail Hardware Association..

The officers' reports showed receipts amounting to $49,000, expenses of $36,000, and a balance on hand of over $13,000. One new state had organized during the year, making 27 now in line, and membership had increased about 1,500, bringing it close to the 12,000 mark. Every speaker testified to the great help the mutual hardware fire insurance companies had been in securing new members. Pennsylvania, for instance, had only 94 retailers in line a year ago, whereas over 500 are now enrolled as a result of a canvass made by solicitors for the hardware mutual fire insurance companies. Minnesota has 80 per cent. of the hardwaremen in the state enrolled as members of the association; Wisconsin has 75; North Dakota 75; Nebraska 65; Illinois 60; Michigan 60, and other states from 40 to 50 per cent. Ontario is not in bad shape, therefore, with about 30 per cent, without being able to offer the benefits of mutual insurance to members.

Considerable time at the meeting of secretaries was given to an explanation of the system of collecting accounts so successfully used by about 150 members of the Ontario association. The plan will be adopted by many of the state associations across the line. Much discussion also took place on the best plans for conducting exhibitions in connection with conventions, and some valuable pointers were picked up for use in future conventions in Ontario. Another meeting of the secretaries is to be held at Chicago in July.

Two very able addresses were delivered at the convention by Sharon E. Jones, of Indiana, and George W. Hubbard, Michigan, and these, along with other information, will be reproduced in coming issues of Hardware and Metal.

The results of the convention were well summed up by Sharon E. Jones at the closing session of the convention, when he said:

"I can see an improvement in your faces at each convention. I can see an improvement in my own—in the mirror. I can see an improvement in my store, it is better kept, my books are clearer of debts, my insurance policies are safer, my advertising is brighter, my buying is closer and my sales more profitable. There is no doubt about it, it pays to spend a few days each year in the company of successful merchants such as are found at our retail hardware conventions."

TO BUILD BIG STEEL MILLS.

The Algoma Steel Co. at Sault Ste. Marie has placed orders at Pittsburg for $500,000 worth of heavy steel machinery to be delivered as quickly as possible. It is the intention of the Philadelphians and Londoners back of this plant, says a despatch from the latter city, to have two immense steel mills in Canada turning out bars and other steel products by Nov. 1 next. The nature of the machinery ordered shows that the mills to be erected will be rivals worthy of even the biggest and best Pitsburg mills. The mills will be by far the largest in Canada, and will be enabled to compete for business in the Northwestern States with the Pittsburgh mills which have at present to pay 1,500 miles of freight rates, as well as holding their own Canadian trade.

W. G. Franz, general manager of the Lake Superior Corporation at the Soo, admitted that the above-mentioned machinery has been ordered, and also stated that his company is negotiating with two Pittsburg concerns for the structural material for their projected structural steel plant, which will be erected this season. In addition to this the company will construct 2 more blast furnaces and a huge coking plant, making a total expenditure for improvements and enlargements which will run up well into the millions. The intention of the reorganized company is to make the Canadian Soo the source of supply for steel rails, farming machinery and structural steel for the entire Canadian northwest.

Chas. D. Warren, Toronto, president of the Lake Superior Corporation, said he was unable to confirm all the statements appearing in the daily press. "We are, however, considering the extension of the steel plant by adding a constructural mill. That will be decided in the very near future, with other matters that we have under consideration at the present time. The company will be in a position to make a more definite statement within thirty days. At present we are working the plant with a view to deciding the changes we propose making. Until this work is concluded we will be unable to say what will be the outcome."

WHEN IN OTTAWA.

Ottawa never had an hotel that was so perfectly equipped in every detail as the Hotel Cecil, of which Walter B. Walby is the proprietor. A quarter of a million dollars was spent in making the hotel up-to-date in every respect, and to-day the dining room, cuisine, bar, bedrooms, represent the last word in modern hotel building and management. Electric lights, running water, hot and cold in the bed rooms, electric elevators, fine sample rooms, make the Cecil the ideal hotel for the traveler. Its central location, corner Sparks and Bank Sts., is something further in its favor. The commercial traveler must go a long way to find a finer hostlery.—Avt.

FISH NETS IN CANADA.

Canada now imports annually nearly $700,000 worth of nets, trawl lines, gilling thread in balls, head ropes barked marine and net morsels of cotton, hemp or flax, and deep-sea fish nets. Cotton netting is most extensively used, and the average price is 10 cents per pound. The United States supplies a little more than one-half the imports and Great Britain nearly all the balance.

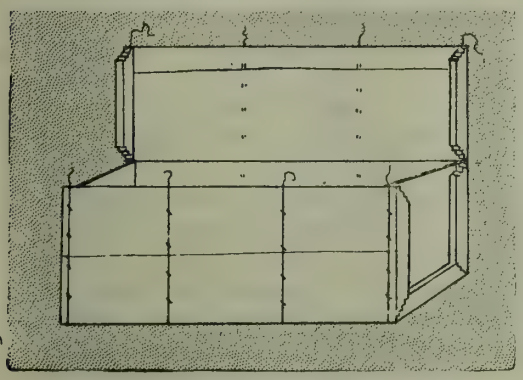
TO MAKE GUNSMITH'S GLUE.

A good glue for the gunsmith is made by disolving four ounces of good glue in 16 ounces of strong acetic acid by exposure to gentle heat. This is not exactly what one would call a liquid glue preparation—it is only semi-liquid. It may be kept for any length of time desired, and, when wanted for use, a slight warming up is all that is necessary.

Novelties and New Goods

WIRE BOUND BOX.

The wire bound box is a new idea to Canada, although in the States it has been manufactured for some time. As



Wire Bound Box Showing Fasteners.

the name implies wire is solely used to hold the wood together, and by this means not only is there an economy in lumber, as the boards need not be so thick as in the ordinary nailed box, but there is a great increase in strength compared with the ordinary style package. The whole idea is very ingenious. The boards of the case are fastened by staples to special cleats. The binding wires (which may be two or more, the number depending upon the strength required) are stitched to the boards and cleats the whole forming a box blank. It is then folded into its shape. The ends are put in and the case is complete —the wire making a hinge for the lid. The case is closed and fastened by twisting together projecting wires. The ends may be sealed making it impossible to remove any of the contents without leaving such evidence that the fact is promptly detected. The recessed ends formed by the sides make the box easy to handle. One great point is that these boxes can be shipped knocked down and flat, thus saving freight, cost of trucking, and storage room. The box is quickly set up, and being scientifically constructed combines the maximum strength with minimum weight. The wire bound box is being constructed by the Montreal Box Company, 56 Wellington Street, Montreal.

"PERFECT" FRUIT STEP LADDER.

What looks like an ideal ladder for the picking of fruit—and one that may be used also for general purposes—is the "Perfect" ladder here illustrated. Having a wide base it is claimed that it can be used with safety on uneven ground, and the supporting section being pointed is able to take a grip and hold it in position. By turning this pointed portion of the ladder upward it can rest among the branches of the trees, thus making easy the gathering of fruit. As an ordinary step ladder it can be used by two persons at the same time. The "Perfect" ladder is made in three sizes and is manufactured by The Stratford Manufacturing Co., Stratford, Ont.





Two Ways the Perfect Fruit Step Ladder Can be Used.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Disston Wall Hanger.—A new, simple and substantial wall hanger, which is now being distributed to retail hardware men, is that put out by Henry Disston & Sons, Philadelphia and Toronto, to draw attention to their saws. It is a shield-shaped tin with lacquered back and rolled corners. The front is colored in red, yellow, blue and white, with the words "we sell Disston saws." A small brass chain for hanging on hook or nail is attached to the top, and while the hanger occupies little space it should attract attention.

Pease Furnaces.—A very complete catalogue is the 1909 general price list published by the Pease Foundry Co., Toronto. It is a booklet of over a hundred pages and it contains in detail descriptions of all the varied heating lines manufactured by the company. First there is a chapter devoted to the company itself, what they manufacture and how they conduct their business. This is followed by descriptions of their warm-air furnaces, the various parts of which are described minutely by word and illustration. Registers and furnace fittings have their place in the catalogue and a fair sized section of the book is devoted to steam heating lines. An interesting section is the chapter giving general information in regard to warm air heating. There is, too, a special telegraph code that may be used for ordering goods, together with a compact and complete index.

METAL WINDOW SCREENS.

A popular line being shown in Chicago stores is a window screen made with a stamped metal frame in place of the usual wood frame used on screens marketed in Canada. Black wire cloth, which is gaining popularity in Canada, has practically superseded green on the American market. The metal frames are claimed to be more durable and more sanitary than the wood.

HARDWARE AND METAL

Established . . . 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PUBLISHED EVERY SATURDAY.

MAIL ORDER JOBBERS COMING.

Inside of one year it is probable that a branch of the mail order jobbing business of Butler Brothers, Chicago, New York and other American cities, will be doing business in Winnipeg and possibly in Toronto also.

Speaking to Hardware and Metal in Chicago last week, a representative of Butler Brothers stated that for a long time his firm has been studying the Canadian situation and had been issuing a special Canadian catalogue. Recently the decision was made to establish one or more branches and two special representatives are now in Canada working out the details. Winnipeg is practically decided upon for a branch warehouse and Toronto is also being considered. The firm has already established twenty-two warehouses and it is planned to double this number during the next two or three years.

Butler Bros., according to a statement made to Hardware and Metal's editor, did a business last year amounting to more than the combined business turnover of Sears, Roebuck & Co., and Montgomry, Ward & Co., the two largest mail order catalogue houses in the world. When Sears, Roebuck & Co. were reorganized two years ago their prospectus claimed a turnover of $40 000,000 annually. Last year, according to our information, they did a business amounting to $55,000,000, while Montgomery-Ward's turnover was about half that sum, or $27,000,000. Consequently Butler Brothers' turnover in 1908 amounted to about $85,000,000 and by comparing this with the T. Eaton Co.'s departmental store and mail order turnover in 1908, said to be about $28,000,000, the enormous volume of business done by the Chicago firm can be realized.

Butler Brothers sell by catalogue to retailers and do not employ traveling salesmen. They state that they handle specialties and cheap goods for bargain counters and do not stock staple lines. They handle all lines of merchandise, but, judging from their catalogue for June, 1908 dry goods and hardware make up their chief lines. Of about 400 pages, 125 are devoted to dry goods, clothing and notions, while 106 are used to describe hardware, sporting goods, tinware, cutlery, woodenware and brushes. About 40 pages are given to glassware, etc., 40 to books, stationery, toys, wall paper, etc., and about 20 pages to grocery sundries. The firm state their policy to be to discourage customers stocking new lines in opposition to other retailers, but they have no objection to selling a customer any articles listed in their catalogue for personal use. This policy was outlined as a result of statements that objections were made by retailers that sales were made to persons outside the retail trade.

The effect of such a big corporation with original business methods coming to Canada is hard to fortell, but now that it can be definitely stated that they are to locate at least one branch here the trade will watch future developments with interest.

SPLITTING UP THE TRADE.

The old adage about not putting all one's eggs in one basket may be good advice for some occasions, but it does not always apply. This is an age of specialization and the man who scatters his shot very often misses his target and ends up with an empty game bag.

The successful stove merchant of today concentrates his efforts upon one (or possibly two) reliable makes of stoves. He selects a line, which he can conscienciously recommend and he backs it up with his best selling efforts. He studies the line, knows his goods, and by buying in large quantities often receives special consideration from the manufacturer he buys from. Such a merchant has many advantages over the dealer who has a conglomerate selection from half a dozen foundries, bought in small lots and their being too many lines in stock for the dealer to study and sell intelligently. The same argument applies to roofing and other articles as truly as to stoves. A retailer who carries a varigated stock has not the same opportunity as the dealer who concentrates on one line.

And so with the manufacturer. The roofing or store manufacturer, who sells to the consumer, cannot expect the trade of the retailer. And the razor manufacturer, who sells to hardwaremen, drugists, booksellers and even gents' furnishers, cannot expect the same enthusiastic support from the hardwareman as is given to the manufacturer who confines his sales solely to the retail hardware trade. Some manufacturers endeavor to overcome the difficulty by maintaing a standard selling price but they run the danger of making the business so unprofitable that no branch of trade will put energy into making sales.

The problem of concentrating on one method of making sales is important alike to manufacturer, jobber and retailer, and if business is to continue along established lines, the organizations representing the various branches of the trade should co-operate to eliminate causes for friction and discourage tendencies to divide the trade into new sub-divisions.

METAL BUYING.

Divested of the speculation that has held quotations in the primary markets in tin and copper, and on several occasions recently advanced the price, there seems little character to the legitimate consumption in these metals. It is reported from New York that the jobbing trade has been very dull, and although it may be taken for granted that on the whole consumption is improving, there is no doubt that trade is not in the shape that we would like to see it, or that could be reasonably expected after such a long period of conservative buying. Industrial activity is improving in the States, greater confidence as to the future is expressed, but yet the average consumer of metal is extremely cautious. He will not buy more than from hand-to-mouth. Speculators in Wall Street, and producers, can talk as optimistically as they like, but the time is not yet ripe for the average consumer. He is not certain as to the stability of the markets, and so long as speculation controls the situation, and the supply exceeds the demand, he is not likely to look ahead for future requirements.

Undoubtedly there has been a great improvement in iron and steel in the States and iron and steel reflect trade conditions. But this improvement has

been exaggerated in many quarters, and statements as to the wonderful business being done must be taken with a grain of salt. As a matter of fact orders both for pig iron and finished steel are lighter than they were, but this is only natural after the recent improved buying. Consumers for the time being, in the absence of any great industrial boom are pretty well covered. Furnaces and mills have plenty of work in hand, but the situation must not be exaggerated.

With the copper production as it is at present, and judging from statistics published as to consumption, there must be a heavy margin between the supply and the demand, despite reports emanating from speculative quarters as to the rapidly diminishing surplus of stocks. Of course these reports may induce heavy speculative trading, and tempt some of the large consuming interests, but although the markets may advance the position of copper is not any safer as the metal does not disappear in speculative trading. It comes on the market again. Of course if legitimate consumers were tempted to break in strongly, then the case would be different. But the average consumer is a little wary just at present. Conditions do not warrant any plunging. His trade, although improving, is not so bulky that he cannot look after it by ordering metal as he wants it, and there is no shortage in supplies.

Only a heavy revival of industrial activity, and a steady advance in the market quotations, will tempt the average consumer, who after all is the backbone of the metal markets, to buy more heavily and ahead of requirements. Once he is assured as to the stability of the markets, that the day of lower prices is over; and that metals are in for a steady advance, then he will lose his present conservative attitude. But there must be less speculation in copper and tin if this is to happen.

COUNTRY PUBLISHER CHAMPIONS EATON.

The Kincardine Review has taken a very shortsighted stand in endorsing the giving of the school book contract to the T. Eaton Co. The Review criticises The Printer and Publisher for objecting to the contract being given to the Eaton firm on a basis, which means injury to every retailer in Ontario, but The Printer and Publisher comes back with a poser asking, Col. Hugh Clark, the publisher of the Review, what he would have to say if a Kincardine dry goods or hardware merchant set up a small printing outfit in his cellar and put in a tender for the town printing at a figure far below cost in order that he would secure some advertising as a price cutter.

Kincardine merchants, who extend advertising support to the Review editor, should not be slow to make him realize that his first interest should be to develop his home town, and this cannot be done by encouraging his readers to send to Toronto or Montreal for supplies.

Too many country publishers and merchants have been lax in opposing the tendency to direct business to the large centres. The publisher has as much at stake as the merchant and, if he only realizes it the farmer and property owner is likewise equally interested with the local merchant in building up the country town.

At present the bookseller is most directly affected by the granting of the school book contract to the Eaton firm, but, as has been pointed out, all branches of trade are likely to suffer as a result of cheap school books being used as a bait to secure orders for hardware, dry goods, groceries, etc.

Elsewhere is reproduced an appeal issued by the Booksellers Association asking merchants to write a letter to their local M.P.P. The appeal is along practical lines and every hardware man in Ontario, should not only do as requested, but should also take pains to make his local editors understand where the real interests of his community lie. There may be other editors as shortsighted as the Review man.

FOR SHORTER HOURS.

Merchants are realizing now-a-days more than ever before that an afternoon off once a week or an occasional rest from business does not make them much farther behind at the end of the year. Summer is now in sight and wholesalers as well as retailers should think about early closing, giving themselves and their clerks an extra hour, on some days at least, during the week.

In many towns and cities the merchants arrange among themselves to close an hour earlier during the summer months and few regret it. The time is past when the store is kept open every night till every late straggler has passed the door—usually neglecting to do any purchasing. As years went by an hour was occasionally cut off the day's work until now six o'clock has become practically the universal closing time.

Shorter hours means better service from clerks and more promptness from customers and few merchants can honestly claim a loss by any slight consideration in this respect.

WHY YOU SHOULD PROTEST AT ONCE.

To the Retail Merchants of Ontario:

Every retail merchant in the Province of Ontario should feel it a duty to join the Great Chorus of Protest against the action of the Ontario Government in awarding the contract for publishing the Ontario Readers to the T. Eaton Company, Toronto, for the following reasons:—

(1) The T. Eaton Company took the contract at a low figure just for the sake of the advertisement. Their name will appear in the books as publishers and the books will go into practically every home in Ontario.

(2) A discount of 20 per cent. is given to all purchasers, be they merchants or school children. The retailer gets no advantage.

(3) The Public, when sending to Toronto for books, will undoubtedly take the opportunity to order other goods mentioned in the Eaton catalogue. This is just what the Eaton Company are after.

(4) The Ontario Government apparently went into the contract without considering the injury they would cause the retail trade.

(5) The Eaton Company are not publishers and should never have been considered as such.

(6) Unless vigorous opposition is aroused other provinces will make similar arrangements with the Eaton Company and will thus strengthen the position of the big company.

Protest to your member and the Hon. Dr. Pyne, Minister of Education, Toronto, at once or not later than June 10. Send a letter preferably, otherwise a post card.

If you receive no reply within a week be sure to write again and let them know you mean business.

The above is a copy of the circular being sent out this week by the Booksellers' Association of Ontario to the retail trade. Every dealer in the province is urged to adopt the suggestion contained in it.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.
Copper—Firm.
Turpentine—2c advance.
Linseed Oil—3c advance.
Ground White Lead—10c per 100 lbs.

Toronto.

Linseed Oil—Advanced 4c.
Turpentine—Shaping higher.
Wire—Firmer.
Sash Cord—One cent advance.

THE MARKET SITUATION.

The tone of the primary markets has not been so good this week. Speculation in copper in the English market continued, but prices were not held so firmly. For the time being New York played second fiddle, although, of course, figures in the latter city reflected the buying across the Atlantic. Wall Street seems to have done some manipulation, but whether the legitimate consumers bite remains to be seen. Sellers, however, continue very firm in their views. Tin has been easier with consumption in New York very quiet. Doubts are now being raised as to the canning outlook, and the tone of the market is not so bright as it might be. Tin, however, recovers easily, so far as speculation is concerned. Spelter continues to maintain its steadiness in the English market under the control of the syndicate, although consumption is inclined to be dull. Stocks are light. St. Louis has advanced. Producers are refusing to quote, except at higher figures. Consumption is improving, but the great bull point seems to be the tariff. An improvement is noted in Cleveland warrants, which are now quoted at 49 shillings, an advance on last figures of ninepence. There is an improvement in iron and steel generally, and things look brighter in the Old Country. Pig iron continues to advance in the States. This seems due more to sentiment than to actual business, as orders are quieter than they were, which is only to be expected considering the recent good business. Furnaces are busy, but not rushed. The buying of finished steel is lighter again, but there is good business moving.

MONTREAL.

June 4.—Trading for the week has shown marked improvement, with the result that prices have been all held firmly, despite fluctuations in the primary markets. The local advance in copper seems to have brought about increased interest in the metal, and not only has buying improved, but inquiries become stronger. Tin also improved in consumption, while spelter has been going out freely. Buyers are still maintaining a strong conservative attitude, and are purchasing on the light side. Confidence in the markets has not yet been fully established, and neither can it be said that the primary metal situation is in such a shape as to invite any such confidence. The strength of the real consumption demand is lost in the speculation that has been going on, and until the primary markets show signs of stability it cannot be expected that consumers will be anxious to commit themselves.

First hands are transacting a fair amount of business. Some of the heavier buyers are in the market again, and inquiries are increasing for fall business. The weakness in London and New York is likewise keeping things back in this direction. There is still the same anxiety to get metal as soon as it arrives in port, which shows how low stocks are, and incidentally the healthy position of the markets should they comemnce to strengthen steadily.

PIG IRON—Orders are coming in freely, and there is an encouraging tone to the market generally. Buying ahead continues to improve, no doubt induced by the better tone to the English markets, and the fact that higher prices are obtaining for future delivery. Conditions in the States are also influencing the larger buyers, while Canadian furnaces are firm in tone with increasing business offering. Altogether the market is in good shape.

TIN—There is no change to the jobbing price of tin, despite the fact that the primary markets have been showing weakness again. Business has been very good, and we continue to quote 32½c for ordinary lots. Buying has not been of the heavy description, but orders have been numerous, and there is evidently a steady consumption of the metal. The state of the primary markets preclude much interest being taken in the metal, that is, so far as future requirements are concerned, and users have little confidence. Plenty of manipulation has been going on in London, while New York is credited with very dull consumption. There is some nervousness over the canning season, and this, with the tariff question and the amount of tin visible does not make prospects look any too bright.

COPPER—The market has kept firm under an improved demand, and the jobbing price of 14½c has been unchanged. If anything, buying has been heavier, and it is evident that much better business will be done if conditions continue to strengthen, undoubtedly the advance last week of ½c induced a greater amount of interest in the metal. Stocks are on the light side, and consumers are ready to buy more heavily if they think prices are going to soar. The The heavy speculation in the English market, which for the time being controlled the New York market, caused prices to strengthen in the latter market, but there is doubt as to whether increased consumption had much to do with the higher figures. The whole advance may have been worked for Wall Street purposes. Producers are still, however, confident as to the future, and there is no reduction in production.

SPELTER—Spelter is firm and unchanged at $5.75. The demand continues good, and the whole tone of the market is very satisfactory. The English market continues to hold prices in a firm way. There is apparently but little spelter in stock, and as the market is largely under the control of the zinc syndicate prices are well kept up, although the demand is on the quiet side. German consumption has improved, and there has been buying on American account.

LEAD—Orders have improved, and trade for the time being is much brighter. There is no change in price from last week, and we quote imported pig $3.60 for ordinary jobbing lots, and Trail at $3.50. The English market has been sagging again under poor consumption, and plenty of metal in sight.

SCRAP METAL—Buying has improved a little, but the market have not shown much character. We quote:—Heavy copper and wire, 11c; light copper, 10c; heavy red brass, 10c; heavy lead, 2¾c,; scrap zinc, 3c; wrought iron. 11c; machinery cast, $14.50.

TORONTO.

June 4.—While trading this week has been satisfactory it has not kept pace with the general industrial revival that is sweeping the continent. Local metal men say they ought to be busier than they are. The situation is improving, however, though slowly. Iron and steel lines are showing to better advantage than for 15 months past. Pig iron has not advanced in price, but it is decidedly firmer, and manufactured steel lines are holding strong at the advance quoted last week. Shipments of this latter metal are apt to be delayed in delivery so heavy has been the booking of orders during the few weeks just past.

Copper remains firm, but lead and tin are slightly easier. Old materials have taken a spurt and buisness is better than at this time two years ago, though on account of the low prices prevailing not so much money is made to-day as in 1907. Old red and light brass and zinc have gone up and so have old rubbers.

PIG IRON—Betterment in the iron trade is more marked, and with the increase of orders the market has become firm. Canadian production is increasing and the industries are taking iron more freely. While profits will be small this year, still the balance will be on the right side of the ledger. Judging from the way buyers are asking for immediate delivery stocks must have been allowed to run down. Prices are at the

figures quoted last week: Canadian foundry, $19.25; No. 3 Middlesboro, $19.50, and Cleveland, $21.

COPPER—The red metal is yet firm, and now shows a whole month of good business to support the theory that copper has turned for the better. 14¼c remains the quotation, though some small sales went at 14½c. The visible supply is still very high, but demand is increasing all the while.

LEAD—This metal is slightly easier again this week, but dealers say there is no chance at present for lower prices. The market quotation is at $3.65 for imported pig. Consumption is not so great now and stocks at present are stated to be high in England. The reverse is the case in the U. S., where prices are 75c higher than in Toronto. The trust bogey, too, helped boost prices across the line, but some of the prominent lead men disavow any knowledge of the so-called trust.

TIN—The market quotation remains at 32c. While the price is firm there is an easier tone to the selling. The supply is not too great and this is expected to keep the metal rather steady, whatever fluctuation takes place being regarded but temporary in character.

SPELTER—There is continued development in the spelter situation and the market keeps steady with the price at $5.75.

SHEETS AND PLATES.—Production abroad increases and just now the mills are as active as in 1907. Prices remain locally unchanged. Inquiry is frequent and sales are good, much better than last year.

OLD MATERIALS—Nearly all scrap lines show advances, especially brass, copper and zinc. Old rubbers, too, are up ¾c above a week ago. Dealers are paying for heavy copper wire, 11c; light copper bottoms, 10c; heavy red brass, 10¾c; heavy yellow brass, 8¼c; light brass, 6¼c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3¼c; No. 1 wrought iron, 10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¾c.

METAL NOTES.

The Riviere du Loup Electric and Iron Works, at Fraserville, Que., is in liquidation.

The production of copper in Canada last year was 55,781,992 pounds compared with 46,356,382 pounds in 1907.

The Grand Trunk Railway has bought 700 tons of steel rails from the Pennsylvania Steel Co., for its United States lines.

The iron and steel concerns in the Pittsburg district, which reduced wages two months ago, restored the old scale on June 1.

Edward Brush, vice-president of the American Smelting and Refining Co., says his company knows nothing of the reported world's lead trust.

The Manitoba Bridge Works, Winnipeg, will supply the iron work used in the construction of the Transcontinental Railway shops at that city.

HARDWARE MARKETS

MONTREAL.

June 4.—Orders are coming in freely, and with the better weather conditions and the more encouraging reports from the farming districts generally, a much brighter feeling is observable among the trade. Travelers report that while dealers are still inclined to buy from hand-to-mouth, they are taking more interest in the markets, and in their requirements for the latter part of the summer. In fact bookings, generally, show an improvement, and apple parers, cherry stoners, fruit presses, preserving utensils, lanterns, cow ties, guns and ammunition are being ordered for future delivery. Repeat orders are coming in well for the ordinary summer lines. Ice cream freezers, refrigerators, and water coolers are moving briskly. Lawn mowers are good sellers, while the strong call for hose continues. Harvest tools are now being ordered well for immediate delivery. If anything bolts and nuts are a little quieter.

The markets are firm and unchanged. Leather goods have not yet been advanced, although the market has gone up. The price, however, is very firm. Altogether the tone of the markets is very bright, and manufacturers and jobbers seem much more satisfied with prospects. The Northwest shows improvement every week, and the fall is expected to bring forth heavy buying, that is presuming the harvest goes along all right.

BUILDERS' HARDWARE—Builders' hardware, if anything, is a little quieter than it was. The consuming demand has not generally been quite so active as anticipated, and dealers are not yet ready to order fresh stock. Considering the way the line has been moving this is not wholly unexpected. The recent wet weather undoubtedly retarded the building season. There are no price changes and we quote: Door sets and escutcheons, 50 and 10; escutcheon pins, steel, 50; brass 55; spring hinges No. 20, $9 per gross.

SUMMER LINES—The tone of the markets shows much improvement, and general summer lines are moving briskly. The various shipping departments are working at full pressure, for although orders may lack bulk to a certain extent they make up for this in numbers. Apple parers, fruit presses and preserving utensils are commencing to move for future delivery. Hose is still a good seller, while the warm weather has quickened the sale of ice cream freezers, refrigerators, ice picks, water coolers, screen doors, and green wire cloth. The market continues firm and we quote: Screen doors stained, $7.80; grained, $8.10; screen hinges, $9 a gross; poultry netting, 60 and 2½; green wire cloth, $1.70 in 100 feet rolls.

HARVEST TOOLS—The demand for harvest tools has improved, and orders are now swinging in well for hay carriers, rakes, and pulleys. The season has been late, but the present rate of progress will soon make up for lost ground. We quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

MINERS' SUPPLIES—An improvement is noticed in miners' supplies, and some good size orders have come in. The markets are unchanged and we quote: Miners' picks, 17c. a pound; prospectors' hammers, 20c.; pick handles, $1.85 a dozen; drilling hammers, 6c. a pound; crowbars, 3½c.; drill steel, 8c.

BOLTS AND NUTS—The demand is not quite so active as it was, the steady buying having somewhat replenished stocks for the time being. Nails are selling well. We continue to quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less 60, 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

SCREWS—Screws are moving well, especially locally. We continue to quote: 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 off for flat head, brass, and 70 and 10 for round head, brass.

WIRE—Wire lines are still moving well. The demand shows no signs of letting up, and manufacturers and jobbers are busy shipping. There are no changes reported, and we quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.45; straight and mixed car lots, and $2.55 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b. Montreal.

TORONTO.

June 4.—The hardware trade continues to advance, the recent warm weather being provocative of much new business and bringing in repeat orders for seasonable lines. Manufacturers are running their shops to the limit trying to keep up with orders, but in some cases, as garden, farm and building tools, delivery has to be delayed. The demand was rather sudden and while the makers were not exactly caught napping their estimates of this year's trade were somewhat astray.

Grass cutters, screens, hose and the hundred and one small things required about the house and garden in summer time have gone out in goodly numbers this week, and quite a big demand is being made for refrigerators and ice cream freezers. Gas stoves, too, are beginning to go out more freely; and inquiry is being made for camp outfits and summer cottage supplies. A line that is not new, but which is asked for frequently, is cutlery. The wedding month has brought about an inquiry that should stir up sales. Sporting goods are active.

Prices on the whole are unchanged, and if anything tend to be firmer. Wire is still at the high quotation of ten days ago, and the prospect is that it will go higher. Sash cord has gone up a cent. On the other hand saws are easier, and guns, too, are not so firm.

BUILDERS' HARDWARE.—The demand that has been made for this line is almost unprecedented and manufacturers and jobbers say they misjudged

in their calculations as to the season's trade. They are gladly disappointed, however, saying that while they tried to stimulate trade by optimistic talk just now the business briskness is forced on them. All lines hold firm in price, and as stocks are low there is no appearance of lower prices in prospect. Sash cord is the only article with changed quotation. That has gone up a cent from 26c to 27c.

SEASONABLE GOODS.—The list of summer goods that are seasonable increases as the time goes by and the hot weather comes nearer. Lawn, garden and the smaller farm and barn utensils are going out just as steadily as during the past six weeks, and so are screens for doors and windows. Refrigerators and ice cream outfits are opening up well, and demand is made for summer heating lines. No price changes are noticed. Cutlery for June presents is changing hands.

SPORTING GOODS.—Just now sales are steady. Fishing outfits are selling particularly well. Guns and ammunition are asked for pretty generally. Single-barreled guns in the U.S. are down 50 cents each. Local jobbers say that as Canadian prices have been down to the low figure now quoted across the border there is no change here and that there is no prospect of an immediate change.

HEAVY GOODS.—Nails are keeping up with screws in volume passing out in sales. Perhaps they are beating them out. The factories are working overtime in trying to fill orders, but they are two weeks behind in delivery. Structural bar iron is in great demand, and rods and pipes are very active. No new prices are slated.

U. S. IRON TRADE.

Cleveland, O., June 3—The Iron Trade Review says: Closing a month of exceptionally heavy tonnages in the aggregate of orders entered for immediate rolling, the iron and steel industry has moved into June with brightened prospects. The month of May saw the highest point up to the present time reached by the recent revival of buying vigor in the market. The total specifications in the different finished products received in that period were considerably in excess of those of the preceding month, and, in frequent cases, the new orders placed upon mill books were heavier than the shipments made. This condition has resulted in some falling behind with deliveries.

Efforts have been made by some companies to determine the speculative element that has entered into the recent buying movement, which is a factor that is recognized as having an important bearing upon the maintenance of current activity. The result of such investigations has usually been favorable, as it has been ascertained that the material shipped is moving freely to ultimate consumption.

Blast furnace and finishing mill operations in the Pittsburg and Chicago districts continue to increase. The Carnegie Steel Co., in the past week started its No. 4 furnace at its Ohio works, giving it 44 active stacks out of 59; this is a numerical percentage of about 74, but from the standpoint of actual capacity is about 80 per cent. of full output. Additional open hearth furnaces were also put on at South Sharon. The company is now operating all its merchant mil's with the exception of Greenville, and all its steel works ioutside of Columbus and Sharon. The National Tube Co. has started two blast furnaces at its Riverside plant, and will resume with some of its tube mil's in a few days, making the first activity in this works in 20 months.

Practically all the steel and blast furnace interests in the Pittsburg, Mahoning and Shenango valley districts, which have reduced the wages of their workmen 10 per cent, restored the former schedules June 1.

Hardware Trade Gossip

Ontario.

The tinware business of the late C. N. Alair, at Welland, is advertised for sale.

The Lehigh Portland Cement Co., of Belleville, has increased its capital by $500,000 to $1,500,000.

The capital of the Expanded Metal & Fireproofing Co., Toronto, has been increased from $100,000 to $250,000.

G. A. Binns, Newmarket, is building a new store and expects to move about Sept. 1, his former store having been leased to another tenant. The new building will be of reinforced concrete with pressed brick and plate glass front, two stories and basement, with modern fittings and with freight elevator from the basement.

C. M. Harper, of the firm of John Harper & Co., Willenfall, England, has been spending this week in Toronto with Thomas Mortimer, 64 Wellington street west, representative of the firm in Canada. The Harper Co. manufactures many classes of builders' cabinet hardware, cast iron toys, etc., as well as a line of oil and gas stoves and hot plates, a feature of the gas goods being a coating of enamel giving it a similarly smooth finish to high grade kitchen enamelware. Mr. Harper will return to England in about a fortnight.

Quebec.

R. E. Harris, president of the Nova Scotia Coal & Steel Co. has been visiting Montreal.

E. L. Delany, vice-president of the Coyne & Delaney Co., Rodney Street, Brooklyn, N.Y., manufacturers of brass and copper goods, has been visiting Montreal.

J. C. Dietrich, Jr., who has represented for several years the firm of Shurly & Dietrich, Galt, in Quebec and Maritime Provinces, is to be married on June 23 to Inez, daughter of Mrs. Robert H. Wilson, Victoria, B.C.

Among the members attending the convention of the American Foundrymen's Association at Cincinnati, were W. H. Bennett, Jenkin Bros.' Valve Co., Montreal; T. J. Best, Warden-King, Montreal, and J. R. Meadowcroft, the Garth Co., Montreal.

The Eadie-Douglas Co., agents for the Leeds Fireclay Co., England, have just been awarded the contract for the architectural terra cotta for the new McArthur building and the Bank of Nova Scotia, at Winnipeg, as well as for the Jacobs building, in Montreal.

Western Canada.

Angus McLeod, hardwareman and implement agent, at Leney, Sask., has closed his branch store there.

W. T. Gill, Virden, Man., has gone to Eyebrow, Sask., to assume the management of the hardware and lumber business of the Imperial elevator there.

Maritime.

Y. C. Cosman, who has been carrying on a tinsmith business at Dorchester, N.B., for the past few years, has accepted a position with the Record Foundry Co., of Moncton, as one of their travelers for the Maritime Provinces.

COAL OIL ECONOMY.

To users of coal oil for lighting purposes the following hints on the care of lamps and wicks while not original may prove useful.

Remember that a low flame means a poor wick, and a smoky flame a poor draft.

Put in a new wick—the old one may be clogged from constant use.

Particles of charred wick may obstruct the air holes. Wash the burner in hot soapsuds, or use a new one with large air draught. Anyone knows that a stove will smoke without good draught. A lamp is no different, and the richer the oil the more smoke with poor draught.

The taller the chimney the better draught. On a new chimney the heat will bring out a haze on the glass which should not be confused with smoke; it is due entirely to the ingredients in the glass, and after a few nights' burning disappears.

Shallow bowls give best results, the oil being nearer the flame.

To get best light use scissors daily.

To give any oil a fair test, empty the bowl completely and fill with fresh oil and observe the above suggestions.

Contracts will be let soon by the Dunnville, Wellandport & Beamsville Electric Railway, which proposes to build a 22-mile electric railway to connect these three towns. It is proposed to begin work at once.

Trade Gossip from Canada's Eastern Provinces

St. John Hardware Stores to Close Saturday Afternoons During Summer—Maritime Board of Trade to Hold Convention at Charlottetown—Big Smelter to be Located at North Sydney.

ST. JOHN.

June 2.—The outlook in building circles is very bright now. Among the new buildings to be commenced this month will be a school costing about $20,000; a brick addition to the St. John Railway Co.'s building to be used as a showroom for electrical and gas stoves and fixtures; a new branch for the Bank of New Brunswick, a brick store on Peters street for O. B. Akerley, an engine house for the fire department at West St. John and a new residence costing about $10,000 for F. P. Starr, as well as a number of wooden residences and smaller buildings. Among the buildings throughout the province are: Stone block for W. H. Higgins, Moncton; Masonic hall, school and courthouse at Woodstock; schools at Petitcodiac and Centreville academy and remodeling church at Newcastle and branches for the Bank of New Brunswick at Fredericton, Grand Manan and at Summerside, (P.E.I.)

The contract for building the new court house at Woodstock has been awarded to R. A. Corbett, of St. John.

A new refuse furnace is being constructed at John E. Moore's sawmill, Pleasant Point. The furnace will be 120 feet in height and 20 feet in diameter. The iron work is being built by the St. John Iron Works and the mason work is in the hands of A. Burns.

The hardware clerks of the city will have the half holiday on Saturday during the months of June, July and August, as in the past few years. The agreement has been signed by W. H. Thorne & Co., T. McAvity & Sons, Emerson & Fisher, Smith, Robertson & Foster, J. Le Lacheur, S. Hayward Company, James Robertson Co., A. W. Adams, J. Splane & Co. and James Knox. The latter three firms are ship chandlers. A proposal was made to have the half-holiday extended to October 1 but as there was some objection it was dropped.

The business of the H. H. Dryden Co., of Sussex, manufacturers of tinware, has been wound-up by the equity court and Herbert B. Chadbourne of Toronto and G. Geo. Clarke were appointed liquidators. The principal creditor is the Thomas Davidson Company of Montreal.

W. E. H.

HALIFAX.

June 1.—Builders' hardware is in good demand this season and the sales so far have been good, not only in this city, but throughout the province. Building operations all round continue to show a general increase. There is a heavy demand for cement and the sales are reported to be large. The spring orders for hardware have almost all been filled and the rush is now pretty well over for the time being. The price list is steady, but the prospects are that wire products will be advanced materially before very long.

The ratepayers of the Town of Shelburne, N.S., have decided by a small majority vote, to install an electric lighting and power plant at a cost of $30,000.

Richard T. Kinsman, aged 55 years, who had carried on a plumbing and tinsmith business in Halifax for many years, died this week.

The town council of North Sydney, has granted a free site, free water and exemption from taxation for a period of thirty years to J. H. Brown, of Montreal, a mining engineer, and his associates, to erect a reduction and smelting plant for the smelting of ores, the plant to cost in the vicinity of one million and a half dollars.

George W. Stuart, mining engineer, Truro, and J. W. Regan, Halifax, have been in North Sydney this week in the interest of capitalists who are investing, and an extensive report has been prepared for the parties. Specimens of the ores have been sent away for analysis. Mr. Regan endorsed the scheme proposed by Mr. Brown and thought that enough ore, which extends over areas of seven miles in length and over one thousand feet wide, is available to supply smelting works for years. The erection of such a plant would give mining of ores in Cape Breton and Newfoundland a stimulus. The proximity of coal and the natural advantages of the harbor of North Sydney for importation of ores are incentives to capital to locate there.

The outlook for business in Cape Breton is most promising and the merchants of the various towns are looking forward to a very prosperous year. All the collieries are working full time and the pay rolls of the miners are very large. There is an abundance of ready cash in circulation and in consequence business all round is reported good. The big industrial plants, such as the Dominion Iron and Steel works, the Sydney Cement Co.'s works, and the Tar and Chemical Co.'s works are all running full time, and giving employment to thousands of men, both of the skilled and laboring classes.

The Dominion Steel Co.'s proposed expansion at its plant will also give employment to a large number of men, and as a result business must naturally benefit thereby. The expenditure of several million dollars on construction work is hailed with delight by the business men of the "Pittsburg of Canada," and a renewal of the boom times of several years ago is predicted. In addition everything is bright and prosperous at the collieries. The shipments of coal are very heavy so far this season, and they will likely continue until the close of navigation. There is also a large amount of building operations going on in the mining towns. The Dominion Coal Co. recently awarded a contract to the Rhodes, Curry Co., of Amherst, for the construction of thirty cottages for the miners. The construction of these is to be proceeded with at once. Many fine private residences are also in the course of erection, and others are being contracted for. Barring labor troubles, everything gives promise of a banner year in the mining districts of Cape Breton.

J. H.

Interesting Trade Items Gathered in Ontario

Big Hotel Building at Ottawa—Novel Window Display at Peterboro and Guelph—Chatham and Brantford Merchants Making Progress with Their Collection System.

GUELPH.

June 1.—Although it is still early in the season, there is at least $120,000 worth of building all ready either well under way or clearly in sight. The total is built up a good deal by the new Winter Fair extension at a cost of $40,000, and the new St. James Ward school at a cost of $20,000.

Hardware merchants of this city are strong on window dressing, but it has been generally admitted that H. Occomore, in a window he had last week, broke all records for an interesting display. At least, it attracted more attention and comment than any window in this city for a good many years. It was a sort of burlesque of some fine millinery windows just across Wyndham Street, and the humor and art in it were so generally appreciated that it was written up in both local dailies and talked about in surrounding towns, so that Occomore's store got a lot of free advertising through it. With a big wooden meat chopping bowl inverted and trimmed with dusters and a length of covered rubber gas pipe, the shoppers had an excellent take-off of one style of the fearful and wonderful creations of the present millinery. Dark green waste paper basket turned upside-down trimmed with toilet paper, and a wreath of nail brushes, with the bristles facing outwards, represented the peach basket style. Another equally

cleverly made imitation was ticketed, "The Cossack," and so on the whole big window was filled with really clever imitations which kept the people laughing and yet attracted their attention to the woodenware and brushes with which the display was made. It was particularly timely, since the whole city had just been started talking hats by the local ministers asking the ladies in all city churches to remove their large headgear.

The sale of refrigerators, screen and screen doors is being pushed by the majority of the hardwaremen here, while garden tools and fishing tackle are also selling well, although the season has been a late one.

H. H. Occomore has been granted the contract for the roofing of the new Winter Fair building extension at $1,600, McCormack & Robinson got the tinwork contract for the same building at $190.

G. A. Richardson's windowful of gas, coal oil and gasolene stoves gives many timely suggestions to shoppers. Its attractive arrangement is worthy of note.

H. N.

CHATHAM.

June 1.—The collection department of the R. M. A. is now fully under way. Merchants have been diligently engaged in resurrecting their "dead" accounts, and turning them over to the association. Collector Murdock is now making his daily rounds, and is getting in some pretty good licks at the slow pay fraternity. One hardwareman reports that the collector has already gathered in for him from old accounts more than enough to pay the initial fee several times over. There seems to have been a lot of money due in this city which was just waiting for an aggressive collector to go out and gather it up.

The executive of the association are engaged on a scheme for handling collections outside the city limits. The question of outside collections was raised when the scheme was under discussion, but apparently there was no precedent. It may be left to Chatham to create the precedent by evolving an effectual system of handling country collections.

A significant comment was recently made by a banker, who declared that he considered the failure of a merchant to make use of the local system of looking after his own credits and collections would be ample justification for a bank to refuse him credit.

It was originally intended to pay Collector Murdock and Secretary Powers fixed salaries, regardless of the number of members; but to-night the association decided to allot the secretary three-eighths and the collector five-eighths of the membership fees. This will be, it is felt, an incentive for the bringing in of new members. The system begins with a membership of about 60 members.

The merchants in the adjoining town of Walaceburg are contemplating the formation of an association and the inauguration of a similar system for handling collection.

C. R. Bowers, Deleware Avenue, was recently awarded the tender for new plumbing fixtures in the fire hall, the contract price being $225.

Clarence Higley has left for Blenheim, where he has taken a position on W. D. Samson's hardware staff.

C. E. Myers, the Blenheim hardware and bicycle dealer, has purchased from George Thompson the two-storey store and residence building which he has been occupying.. Some improvements are understood to be contemplated.

Van Tuyl & Fairbank, of Petrolia, have just completed an unique job, in the shape of the new galvanized iron dome for the top of the town hall tower. The dome is nearly 7 feet high, and is made of 26 gauge iron. Until now these domes and caps have always been made out of town, but the firm recently installed machines capable of handling this class of work. Wm. Cooper, foreman of the tinsmithing department, supervised the job.

W.E.P.

PETERBORO.

June 2.—The Peterboro Hardware Co. have opened a new store in addition to their present establishment and are confining the articles on exhibition there to ice cream freezers, refrigerators and screen doors and windows. This company has a timely window exhibition of silverware with a quiet hint that gifts for June brides could not be selected with better taste than from these handsome articles. The display is enhanced by a rich setting or background.

The Purity ware by-law has been the subject of much discussion by the business men and ratepayers. This company propose to manufacture enamel ware and galvanized ware, etc. Strong opposition has been presented by James Kendry, manager of the Auburn Woollen Mills. The objection raised is that the names of the gentlemen who will underwrite the stock is being witheld for the present. Mr. Kendry wanted their identity given to the citizens. R. G. Kingan, of the Peterboro Hardware Co., is one of those who is supporting the by-law, which if carried out to the letter will undoubtedly mean a fine factory for the city.

GALT.

June 2.—A. D. Dame has resigned his position as sales manager with the Galt Art Metal Co. He has not made any decision regarding his future field of operation.

Geo. Stevens will erect a new brick block on Ainslie Street to replace the frame building which was badly damaged by fire on May 24.

The Galt Hardware dealers have been making extensive window displays of brushes, brooms and other household necessities.

Gmelin & Co. have secured the contract for the tinsmithing work on the new Central school. The roofing contract goes to J. A. Rae, of Galt, and the metal ceilings to the Preston Metal Shingle & Siding Co.

Foremost among those agitating for a half holiday during the summer months are the hardware clerks, and it is to the credit of the merchants themselves that as yet they have offered no objections to the proposals.

"We are selling more paint this year than for some years past," said W. J. McMurtry to-day. Everybody seems to be cleaning up and repainting this spring, and I guess by the middle of summer you won't be able to recognize the old town."

The Fraser Hardware Co. have gone extensively into fishermen's supplies.

B. E. C.

BRANTFORD.

June 1.—Although this is the first day of June, "the month of weddings," none of the hardwaremen have so far shown any windows of special wedding gifts. This is a line that hardware dealers could well handle, and a neatly trimmed window of cut glass, cutlery, chafing dishes and silverware would do a great deal to bring the custom to the wide-awake merchant.

The Schultz Bros.' Co., building contractors and lumber merchants, are branching out, and have commenced the manufacture of motor boats, launches, canoes and row-boats. They will also build portable houses for mining districts. boat houses, camps, etc.

The Supreme Heating Co., Welland, has received a contract from a western firm for 700 ranges and 200 furnaces—the entire output for the present year.

Efforts are being made for the formation of a company to take over the business of the Brantford Emery Wheel Co. and secure the enlargement of the buildings and equipment. The company in question is making a superior article for which there is a large demand by manufacturers, and there is room for further expansion.

The Merchants' Protective Association, newly organized for the prevention of "dead-beating," reports that their collector, N. Willits, is already doing effective work. There are at present 112 merchants interested, and each pays a fee of $10. Many persons, with accounts long due, are paying up, or are promising to pay in amounts as they can. and the value of the fee has been returned manifold. Similar steps for the appointment of a collector may be taken in Paris, and a general meeting has been called upon to discuss the matter. Should it be found impossible to maintain a collector there, an effort will be made to join with the Brantford merchants, and have the local collector spend a day each week in the neighboring town.

Some of the local stores have commenced the annual Wednesday afternoon holiday, during June, July and August, including all the grocers and butchers. A number will, however, remain open all the time.

A. W.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

CASH REGISTER, high grade, nickel plated. Registers one cent to twenty dollars. Perfect condition guaranteed. Half price, $55.00. The R. O. Smith Co., Orillia, Ont. (23)

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

PLATFORM SCALE, "Avery" make, weighs up to 2000 lbs. Size 33 in. x 24 in. An opportunity to get a good scale cheap. Address, Scale, Box 2354, Montreal. (23)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Horning press. Apply 530 Delaware Avenue, Toronto. (24)

WANTED—Toggle Press. Apply Box 844, HARDWARE AND METAL, Toronto. (24)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Manufacturer's agent for Nova Scotia and New Brunswick, with hardware experience. Address, Box 325, Montreal. (23)

WANTED—Industrial agent for thriving western town. Must be a capable organizer, able to inspire big commercial ventures and to write literature that will attract attention. A newspaper man would be preferred, but only high class applications will be considered. Salary $2,500 to start, $3,000 second year, and there is practically no limit to the money provided the man can "make good." Answer in confidence, "G. H.," care the MacLean Publishing Co., Montreal, Que. (26)

BUSINESS CHANCES.

HARDWARE BUSINESS FOR SALE in good live town 100 miles east of Toronto. Address Box 841, HARDWARE AND METAL, Toronto. (24)

BUSINESS FOR SALE.

GENERAL hardware stock in city of Montreal, splendid location, stock $1000. Exceptional opportunity. Good reason for selling. Apply Box 10, HARDWARE AND METAL, Montreal. (23)

GENERAL hardware and tinware business in Ontario town. Good turnover. Best of reasons for selling. Address Box 851, HARDWARE AND METAL, Toronto. (25)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

DICTATING to the Dictaphone saves 50 per cent. We will prove it to you if you will send us a post card for full particulars. Toronto Phonograph Co., Limited, Dictaphone Dept., 40 Melinda Street, Toronto, Canada. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IT PAYS FOR ITSELF—The money you are now losing because you haven't a National Cash Register, would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink, which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Experienced paint and glass traveler State previous experience and salary expected. Box 9, HARDWARE AND METAL, Winnipeg.

WANTED—A traveling salesman for the province of New Brunswick by wholesale hardware house of Montreal. Only A1 men need apply. Address Wholesale, Box 2310, Montreal. (tf)

WANTED—Tinsmith, inside work. Apply 530 Delaware Avenue, Toronto. (24)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove and tinware business, with tinshop tools. Stock about $4,000. Can be reduced to suit purchaser. This is a good growing business in a splendid section of country. Good reasons for selling. Apply Box 832, HARDWARE AND METAL, Toronto. [23]

FOR SALE—Hardware, stove, plumbing and tinsmithing business in one of the best towns in Ontario. Excellent opportunity to secure a well established business with good prospects. Apply Box 852, HARDWARE AND METAL, Toronto. (27)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SALESMAN, assistant buyer or manager, or other position of responsibility, with wholesale or jobbing house, by man of twelve years experience and at present with one of principal jobbers. Box 850, HARDWARE AND METAL, Toronto. (23)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto,

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ROOFING, CORNICE AND SKYLIGHT MANUAL.—Consists of 3 articles: Tin Roofing, including flat and standing seam roofing; Cornice Work, describing equipment for country shop and method of developing patterns; Skylight Construction, treating of a skylight without a ventilator and also with a ventilator in the top. 175 pages, 170 illustrations, 13 plates. Price $1.50. MacLean Publishing Co., Technical Book Dept., 10 Front Street East, Toronto, Canada.

Between Lake Superior and the Pacific

Activity in Building at Regina—Half Holiday Agitation at Saskatoon—Fine New Buildings at Calgary—Victoria Extends its Water System.

WINNIPEG.

June 1.—J. H. Ashdown left the city recently on a three weeks' tour of the west. At present he is in Calgary arranging the establishment of a wholesale house in that city.

L. C. Marr, who has been a buyer for A. S. Smith, of Moosomin, Sask., has been engaged by the Miller-Morse Co., of this city, to represent them on the G.T.P. line west.

The Manitoba Bridge and Iron Works of Winnipeg have been awarded the contract for structural steel for the Great West Life Assurance Company's new buidling at Winnipeg, amounting to 650 tons. This is said to be the second largest contract for steel building construction in Winnipeg awarded this year.

W. W. Anderson, head of the builders' hardware department in the Ashdown retail house, visited several cities and towns throughout the west recently and was greatly impressed with the enormous building operations in many places, particularly in Lethbridge, Saskatoon and Regina.

G. E. Graham, manager T. Eaton hardware department, Winnipeg, returned to the city a few days ago from Europe, where he spent the past three months in the interests of his department. L. C. H.

PORTAGE LA PRAIRIE.

May 31.—The by-law fixing an assessment of $5,000 for a period of twenty years upon the proposed plant of the Waterloo Manufacturing Company, manufacturers of threshing machinery, of Waterloo, Ont., has been passed by the citizens. A branch was established in Winnipeg some time ago, but prohibitive realty prices interefered with the extension of the Waterloo buildings, hence the removal to Portage la Prairie.

CALGARY.

May 29.—C. A. Godfrey, manager for the Gurney-Tilden Co., Vancouver, is a visitor to the city. He is on the annual tour of inspection through British Columbia and part of Alberta. He has been making inquiries regarding the advisability of establishing a large warehouse in Calgary from which operations may be directed throughout Alberta and the eastern part of British Columbia.

P. Burns is having erected a large brick and stone business block the corner of Eight Avenue and Second Street East.

The G. F. & J. Galt Co., have purchased 75-foot frontage on Tenth Avenue, on which is to be erected a warehouse five storeys high, with basement, and the foundation built to carry the building up three storeys higher when necessary.

J. H. Ashdown, ex-mayor of Winnipeg, is a visitor to our city this week. Mr. Ashdown speaks in glowing terms of the advancement of Calgary since his last visit here. A.R.A.

SASKATOON.

May 28.—The tender of Sam Brown, of Winnipeg, has been accepted on the Saskatoon branch of the Bank of Montreal, to be erected on 2nd Avenue.

Another big contract let this week is for the erection of an implement warehouse for the International Harvester Co., on 22nd Street. Carter, Halls and Aldinger, of Winnipeg, were the successful tenders. The price given is $75,000.

An agitation is at present on foot to secure a half holiday for the stores every Wednesday afternoon during July and August. Both the local retail clerks' association and the storekeepers have petitioned the city council to put through a by-law to that effect. Some of the storekeepers are in favor of Thursday afternoon and this point has yet to be settled. The matter is under consideration now. D. G. R.

REGINA.

May 31.—Judging from the the building permits that have been taken out up to date there is every indication that the present will be a very busy season in Regina. The spring was somewhat backward and for that reason building did not commence quite as early as usual, but the permits taken out in March and April show a very marked increase over last year. The building permits issued in March, amounted to $72,730 as compared to $8,005 in 1908. In April the total for 1909 was $71,875 as compared to $31,098 in 1908. The total for the four months from January to April inclusive in 1909 is $150,650 as compared to $43,103 in 1908. A very satisfactory feature about the building permits taken out this year, is the large number of dwelling houses that are being erected. In all 42 dwellings are being erected at the present time of which number 21 are estimated to cost $3,000 or over. The figures given in taking out a building permit always rather under estimate than overestimate the value of a building. It will be seen therefore that a really good class of residence is being erected at the present time and that the citizens have confidence in the permanency of their city.

The only large building for which a permit was taken out up to the end of April was the Willoughby & Duncan Block on Scarth Street. This building has a frontage of 100 feet, 80 feet deep, three stories high with Mansard roof. On the ground floor will be five stores and the two floors above these will be laid out in office suites, each suite comprising two private offices and one general office.

There are several other large buildings projected, but the plans are not yet quite complete. One of these will be for the Heintzman Piano Co., on Scarth Street, just south of the Willoughby & Duncan Block.

Another large business block is to be erected on the corner of Eleventh Ave. and Cornwall Street by F. N. Darke, facing the Masonic Block and Darke Block, which were erected two years ago. This will complete a series of first-class buildings on Eleventh Avenue between Cornwall Street and Scarth Street leading up to the New Post Office.

Work on the Legislative Buildings is being rapidly pushed ahead and a very large staff of men is employed on these. It is estimated that the walls will be completed this year. H.C.L.

VICTORIA.

May 27.—Victoria's growing population creates many new and larger needs. One of the first and most imperative of these is water. It has been a problem here for some time how best to meet the larger demand. A large supply of new pipe was purchased, small mains were taken out and larger put in. At a cost of about $12,000 a water tower of 120 feet in height has been built, and this will give sufficient pressure to supply the higher sections of the city. The tank itself contained in the top of the tower is 40 feet high by 22 feet in diameter, having a storage of 100,000 gallons. The tower is built on the highest point of the city, in the finest residential section, and has been designed with the object of making it as ornamental as possible, in view of the surrounding residences. Buttresses ornament the sides and about seventy to eighty feet from the ground a small balcony has been built around the outside. The tower is built of concrete entirely, while the tank is constructed of concrete on the outside, with steel inside, lined again with concrete. A few towers of this sort are being used in the States.

To further augment the water supply a large reservoir has been built on a hill at the back of the city. The reservoir is almost square, each side being about 360 feet. The depth is 26 feet. These dimensions give a total capacity of 16,000,000 gallons. The walls and bottom are covered with a heavy layer of concrete to make the structure watertight. With the new pipes laid and others to be put down, the water tower and the reservoir, Victoria hopes to eliminate all danger of a water famine. The supply of water meters recently received have been installed and a further supply has been ordered. This large amount of work has been very beneficial to all branches of trade, from the number of men employed, also the large amount of material used, the plumbing and hardware trade coming in for a good share of it. W. B. C.

SAVE MONEY

By Using Our

Corrugated or Plain Round Conductor Pipe

made in 2", 3", 4", 5", 6" diameter by 8′ and 10′ lengths without a cross seam. You can buy this perfect pipe for much less than you can make up pipe in 30′ lengths. Our Eave Trough is the best; it is machine made on a steel die and every length is the same.

SEE THAT YOUR WHOLESALER SUPPLIES YOU WITH OUR PIPE AND TROUGH

Winnipeg Ceiling & Roofing Co.

Manufacturers Corrugated Iron, Metal Ceilings, etc.

Winnipeg - - - Manitoba



If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our Refined Linseed Oil.
All orders for this brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG and CALGARY

SUCCESSFUL ADVERTISING,

HOW TO ACCOMPLISH IT.

By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

Three In One

We have just issued under one cover new booklet containing

First
Illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario.
Possibly some have been overlooked.
Have you received a copy?
If not, communicate with us today.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected by Telegraph up to Noon on Friday—From Hardware and Metal's Winnipeg Office.

The retail trade is all that could be desired at the present time. The dullness which prevailed during the fore part of the season has brought about this reaction, and builders and paint contractors are endeavoring to recover lost time. Paint sales are very heavy, and local manufacturers report the heaviest season in the history of the trade. It is difficult to find a dealer who has time to talk about the trade. One merchant stated that the increase in business was not as interesting to him as the change in the tone of the trade. Customers are buying freely without the usual urgency on the part of the salesman.

Household hardware lines are moving well, particularly camp outfits. Seasonable goods such as lawn fixtures and mowers and sporting lines are marketing well. The wire market is stronger this week as well as the general lines.

We quote a decline of 45c in pressed spikes.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25: No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1. $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7 $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Cariage ⅜ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper: No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 per cent.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50: Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled aves: Black Prince, $9.25; Standard flint edge. $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60: Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE Sisal, 10¼; pure manila, 12¾; British manila, 11¼c; lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise plain, 45c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c: Buffalo plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe, ¼ in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2. $14.50; 2½, $24.40; 3. $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6. $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 per cent.; nipples, 75; classified malleable fittings, 25; malleable bushings, 60; malleable unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $9; ½ box, $5.75; IXX., full box, $13; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case. $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead. pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 65c per gal.; linseed oil, raw, 66c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.15 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

MACHINERY STEEL
NORWAY IRON
Large Stock of
All Sizes.

CLOSE PRICES

A. C. LESLIE & CO.,
LIMITED
MONTREAL

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

Trap Shells

Our stock is large and particularly well assorted. Write us for full particulars.

EDMONTON, ALBERTA

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

The Sherwin-Williams News

VOL. I. SOMETHING NEW EVERY TIME NO. 10

Published by
THE SHERWIN-WILLIAMS CO.
Canadian Headquarters and Plant:
639 Centre St., Montreal, Que.
Warehouses:
Toronto, Ont., and Winnipeg, Man.
Edited by
THE LITTLE PAINT MAN.

DO YOU KNOW THE SHERWIN-WILLIAMS AGENCY?

Say now, honest, Brother, do you understand just what the Sherwin-Williams Agency actually is? A man said to me the other day: "I had always thought that the Sherwin-Williams Agency was a mighty good one, but I had no idea that it was such a remarkable business proposition until I sat down with two of their representatives and they began to point out feature after feature and explain the advantages to a dealer in having the agency. They showed me first of all the quality of the goods, then the completeness of the line and the strength of the advertising. That decided me. I told them I wanted that agency for my business." YOU can have no idea what the S-W. Agency really is until you have had it explained to you. Write us a letter and we will see that you get full particulars—and it will put you under no obligations whatever.

The Little Paint Man.

?

If there were no other advantage in the Sherwin-Williams Agency save the exceptional quality of the goods, it would pay you to have the agency.

But the S-W. Agency is a combination of high-quality goods and the best paint and varnish advertising in the country.

It is a proposition which includes strong and effective advertising and selling helps, such as personal letters to property owners, advertising in the national magazines, electros for newspaper advertising, effective window trims, a splendid line of inside advertising, as well as special advertising features and special campaigns which we get out from time to time.

We are also creating a demand for S-W. Products, by advertising in 180 of the best weekly newspapers throughout the Dominion this Spring and Fall.

Our agency is founded on the principle of co-operation. We work for you and with you in making sales after you have the goods on your shelves.

689



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

Malthoid Roofing is cheaper than shingles, easier to lay, needs less attention after it is laid.

There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited
Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Brantford Emery Mfg. Co., proposes to erect a new plant.

Johnson Bros., Brandon, will build a new restaurant at a cost of $10,000.

Finch & Finch, Victoria, will erect a four storey block at a cost of $15,000.

It is stated that a contract has been let for a $15,000 hotel at St. Lambert Quebec.

The Imperial Bank will shortly start upon the construction of a new building at Fernie, B. C.

The Pacific Fish Co. are erecting a number of warehouses on Queen Charlotte Island, B.C.

Permits has been issued to the Twin City Co., Edmonton, for a $15,000 factory and warehouse.

The Otis-Fensom Elevator Co., will enlarge its plant at Hamilton, to give employment to 600 men.

Over one thousand employees of the Canada Car Co. at Montreal have started work on full time.

E. D. Rorison & Son, are building a saw and shingle mill near Eburne, B.C., at a cost of $100,000.

R. J. Watson, formerly of Burke's Falls, Ont., is building a sash and door factory at Revelstoke, B.C.

The construction of the Dain Mfg. Co's. plant at Welland will be begun at once and completed this year.

The Western Dry Dock and Shipbuilding Co., have decided to locate at Port Arthur. They will employ 300 men.

Shepard & Morse's sawmill, Ottawa, which has been closed for some time, has resumed operations at full capacity.

Geo. Clare, M.P., is at the head of a company which proposes to operate a plant at Preston for building automobiles.

J. H. Preston is increasing the capacity of the planing mill at Medicine Hat, recently taken over from the Medicine Hat Lumber and Mfg. Co.

The Alberta Government will start work immediately on the new telephone exchange at Lethbridge. A two storey brick dwelling will be erected.

Schultz Bros., Brantford, will enlarge their plant and add to their lines the making of motor boats and portable houses.

The staff of the rod mill of the Dominion Iron and Steel Co. at Sydney has been put on double shifts. This means that the output for the summer months is to be doubled.

The Winnipeg Excelsior Mills is a new company just formed for the manufacture of excelsior or wood fibre for packing. It will erect a plant with a capacity of six tons daily.

The Carter-Halls-Aldinger Co. have been awarded the contract for the twelve storey office block to be erected at Winnipeg by J. D. McArthur. The contract price is stated to be $250,000.

The Ogilvie Co., have made a contract with the Barnett McQueen Co., of Fort William for the construction of a 300,000 bushel grain elevator to be built next the company's mill at Winnipeg.

The by-law to loan John a Minchner and others $20,000 for 20 years for the erection of another furniture factory was submitted to the ratepayers of Strathroy and carried by a large majority.

E. W. Backus, who is interested in the establishment of a pulp mill at Fort Frances, Ont., stated that a company, which formerly operated a large flour mill at Montevideo, Minn., and which had lost everything by fire, were thinking of locating in Fort Frances.

The annealing furnaces of the Canadian Sheet Metal Corporation at Morrisburg, are being dimantled and larger ones substituted. Two additional rolling mills are being set up. The galvanizing plant is to be rebuilt with a larger capacity ,and a roofing plant will be added to the equipment. These additions will enable the company to handle larger sizes of tin plate, and the present output of the mill will be more than doubled. The operating force will be considerably augmented.

Municipal Undertakings.

Galt & Smith, Toronto, have been engaged to report on a sewage disposal scheme for Nanton, Alta.

The Barrie Council have reported in favor of submitting a by-law to raise $30,000 for sidewalks and sewers.

By a majority of 84 the by-law to raise $20,000 for a system of waterworks at Gravenhurst was carried.

The Provincial Government and the G.T.P. are arranging to instal a new waterwork ssystem at Prince Rupert.

The by-law to raise $25,000 to repair and complete the Carman, Man., waterworks system was carried by a large majority. It is intended to go ahead with the work as soon as possible.

Railway Development.

The C. N. R. propose laying 600 miles of new track this season in the west.

Construction work has begun on the electric line that will connect Cobalt and Haileybury.

The Niagara, St. Catharines and Toronto electric road propose extending their line from Welland to Port Colborne.

It is estimated that $85,000,000 will be spent on actual railway construction work in Western Canada this year. Of this amount the C. P. R. plans to spend $20,000,000; the J. J. Hill lines, $15,000,000; the C. N. R., $11,000,000; and the G.T.P., $10,000,000. There are a number of newer lines also under charter, which propose to build.

General Superintendent Price, of the Canadian Pacific, states that contracts have been let for work on six branch lines in the western division, involving the construction of about 270 miles of new track. The lines include that running east from Hardisty, one east from Stettler, one north from Cheadle to Alix, one from Kipt to High River, all in Alberta, and one west from Weyburn, Saskatoon.

The most important of the new C.N.R. lines to be built this season is an extension from Vegreville to Calgary, 235 miles. Other new branches are: An extension from Maryfield, Sask., southwesterly one hundred miles; Gose Lake extension, 65 miles west from Saskatoon; extension from Russell westward twenty-five miles; from Prince Albert, thirty miles west; from Ochre River, through St. Rose du Lac, a distance of twelve miles, a branch line twenty miles north; and from Oak Point, a branch twenty miles north from Morinville.

General Building Notes.

B. G. Killoran will erect a $10,000 business block at Haileybury.

Funds are being raised for the erection of a new Y.M.C.A. building at Oshawa.

C. M. Cookson has secured a site for the erection of a business building at Victoria.

The Yorkton Storage and Forwarding Co. will erect a distributing warehouse at Yorkton.

The new Y. M. C. A. building proposed to be erected at Toronto is estimated to cost $400,000.

McKee & Weir have a permit for the erection of three brick veneer dwellings, at Peterboro, to cost $4,500.

Permits for dwellings have been issued at Oak Bay, B.C., to the following: D. R. Elcorn. $2,500; M. Carlin, $2,950; M. Carlin, $2,950.

Besides new buildings in Montreal and Westmount, the Y. M. C. A. propose erecting a $50 000 branch structure in the northeastern section of Montreal.

Contractor Grant, of Winnipeg, will shortly begin the erection of an apartment block, near the Parliament Buildings, at Edmonton, at a cost of $150 000.

The contract for the big warehouse for the International Harvester Co., at Saskatoon, has been let to Carter, Halls & Alindger Co., Winnipeg. The price is $75,000.

Eustace G. Bird, Toronto, has awarded to Nucross Bros., Boston, Mass., the general contract for a new bank building for the Royal Bank at Winnipeg. Approximate cost $200,000.

The following are recent permits issued at Montreal: Mrs. John Trottier, five dwellings, $10,000; Mrs. R. Prefontaine, detached house, $7,000; J. L. Primeau, three dwellings, $3,800; A. Gravel five dwellings, $3,000; L. Sauve, six dwellings, $4,000; P. J. Dumont & Co., four dwellings, $4,000; G. W. Faust, three dwellings, $4,000.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

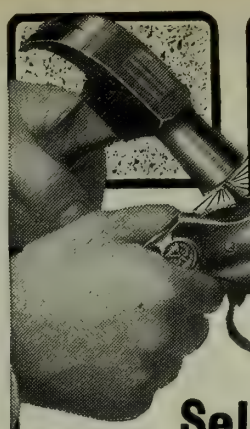
The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



Hammer the Hammer

Nothing will fire *this* revolver but pulling the trigger. Let it fall from the table, from your pocket, kick it across the room—"hammer the hammer"—*nothing doing* until you pull the trigger.

Sell What the Public Wants

The demand for Iver Johnson revolvers has grown every year because we make an absolutely safe, and absolutely good revolver, and back it up with advertising in the big national magazines and the sporting publications.

More than 2,000,000 Iver Johnson Revolvers have been sold.

Handled through the trade only—never on "premium" lists—never sold by mail where the dealer will handle the inquiries we refer to him.

Send for Dealer's Catalogue or give your jobber an order

Iver Johnson Arms & Cycle Works, 830 River St. FITCHBURG, MASS.

Pacific Coast Branch: Phil. B. Bekeart Co., San Francisco, Cal.

Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON SAFETY AUTOMATIC REVOLVER



The

POLAR STAR

ICE CREAM FREEZER

ALL METAL

No gears, nothing to wear out or rust out.

MADE IN 4 SIZES

Send for descriptive circular—Your jobber or

Smith Hardware Co., Limited

2 and 4 LEMOINE ST., MONTREAL, CANADA

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.



Free from Flaws
Chemically Correct.
Properly Heated.
Well Rolled.

These are some of the reasons why LONDON BOLTS and BARS sell so steadily and surely.

Uniform
Throughout
Get our prices.

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

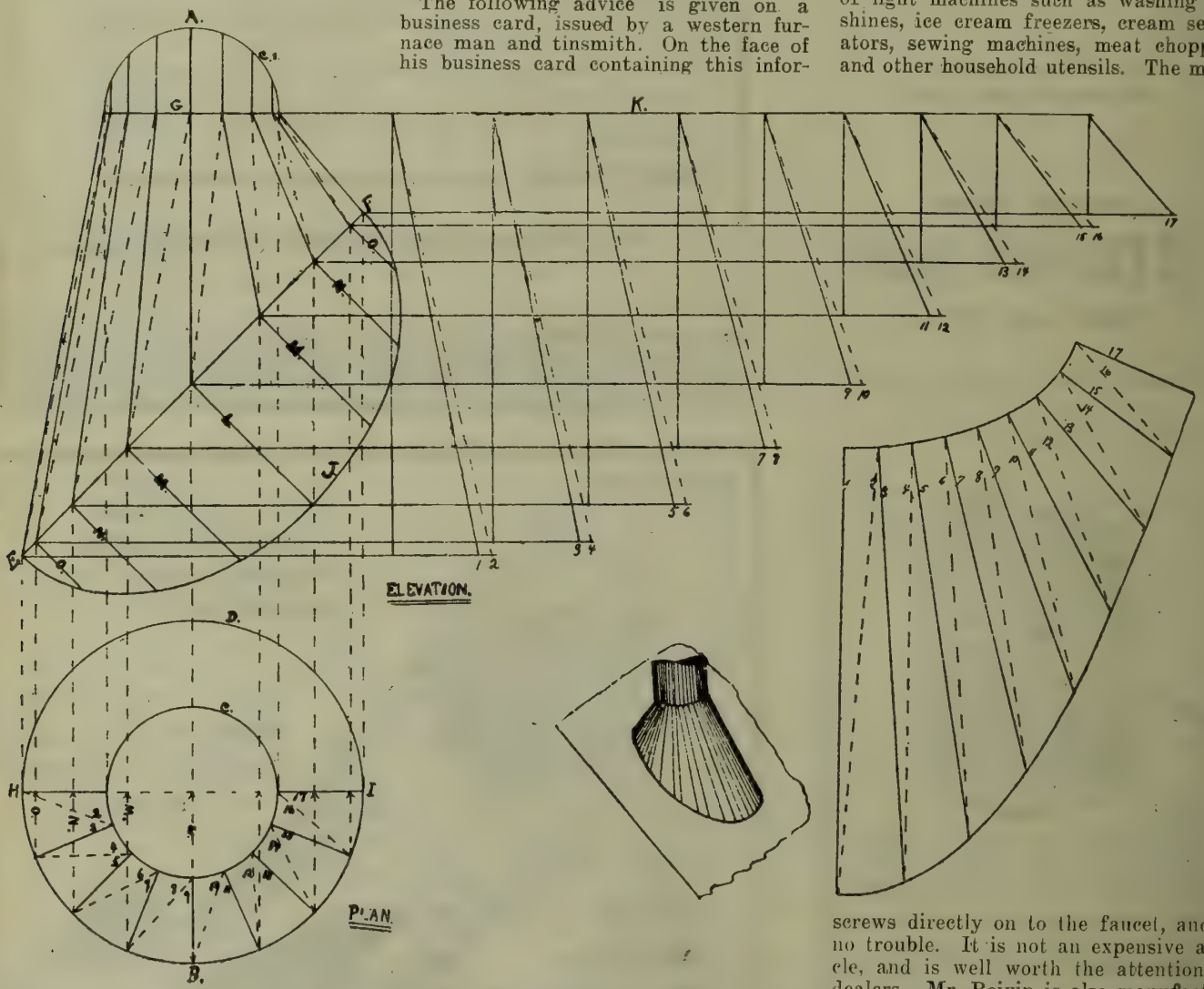
Cutting Patterns in the Tin Shop

ROOF FLANGE.

To make pattern for roof flange, first draw centre line A B and circles C, D of plan the size required. One-half plan is all that is necessary. As shown by 1 H, both half-circles must be divided into the same number of squal spaces and lines drawn from the points of one circle to the other as shown. Next, draw the elevation of flange, first drawing line EF, which represents the pitch of roof; then draw line G, which represents the required height of the flange; then draw one half-circle C1, and divide same into the same number of equal spaces as one-half circle C in plan. Draw lines from all points in one-half circle C1 of elevation, intersecting line G. Next draw lines from all points in one-half circle D of plan, intersecting line EF. Then draw from these points lines at right angles to line EF, and take the distance of lines L, M, N, O of plan, and place them on lines L, M, N, O in elevation. Drawing lines through the interesting points will give line J, which is one-half plan of flange on roof line. Then draw lines from points on line G to points on line EF, also the dotted lines as shown.

To construct triangles draw lines from points on line EF indefinitely at right angles to centre line AB, as base lines of each triangle as shown. Take the distance of each numbered line in plan and place on base line of triangles of the same length, but longer than the straight lines. Draw lines from points on base line to line K, thus giving the true length of each angle for pattern. To make one-half pattern draw the same as explained in previous lessons, for the distance of the spaces for large end of flange in pattern, take the spaces shown on profile J in elevation.

J. L. GRAY.



NOVEL BUSINESS CARD.

The following advice is given on a business card, issued by a western furnace man and tinsmith. On the face of his business card containing this information is the injunction to look on the other side:

Don't connect your furnace to a poor chimney.

Don't install your furnace in less than a 7-ft. cellar—better 8.

Don't let your ash pit fill with ashes or you will burn your grates.

Don't blame your furnace if your grates burn out; blame yourself.

Don't condemn your furnace until you have consulted your furnaceman. If he knows his biz he will either make it work or tell you the reason why.

Don't listen to every little breeze that comes along. Consult the man that makes a specialty of furnace work, same as you would your physician in sickness.

Don't think because it looks like a furnace it is. There are some "would-be's," some "has beens," some "never will be's," some "never should be's," and lots of good ones.

Don't take anything but the best. Price is a small item in comparison to comfort derived from the best.

LITTLE GIANT WATER MOTOR.

P. E. Boivin, Granby, Que., is putting on the market a water motor—the Little Giant—which is a very simple yet durable machine, and runs on ordinary water pressure. It will operate all kinds of light machines such as washing mashines, ice cream freezers, cream separators, sewing machines, meat choppers, and other household utensils. The motor screws directly on to the faucet, and is no trouble. It is not an expensive article, and is well worth the attention of dealers. Mr. Boivin is also manufacturing an ice creeper—the Featherweight—which is light, simple, durable, easily adjusted, and will not come off.

C. S. Jackson, Bridgeburg, has sold his hardware business to W. R. Krafft. Mr. Krafft will continue his grocery business in its present location and will carry all his hardware stock in the Jackson store.

The sunshine of prosperity brings out the hay-makers and drives to cover the muck-rakers.

The Retail Paint Trade

KEEP UP THE WORK.

Presuming that the hardware merchant is having a fair share of the paint demand that is now obtaining—and he should have a fair share if he has conducted his campaign with vigor—he should by no means slacken off in his efforts to push his lines. The man who is content with the trade he is doing never goes far ahead. It must not be forgotten that the property owner who paints his house this year, will not do it next year. Another man must be found to take his place, and so on. Very few people paint extensively every spring, and therefore the merchant, while he may be doing a roaring trade now, must look to the future. Apart from the fact that any advertising work done from now on renders his next spring campaign all the easier, the merchant must not forget that the paint demand is not confined to the spring alone. Paint should be prominent all the year round. There should be a summer campaign just as energetic as a spring or a fall one. Paint should be preached at all times.

In these circumstances therefore, the merchant should not forget his future trade. Keep the circulars going calling attention to the merits of paint. The reading of these may be varied to suit the times, but the main topic harped upon should be the necessity of paint. If possible the merchant should point out examples of what has been achieved by his paint. If any property owners have made their houses look practically new with paint, tell the readers of circulars to go and view the houses themselves, explaining at the same time how, for a small sum of money, these people have added to the value of their property as a selling proposition, how they have insured against deterioration, and how they have made their habitation 50 per cent. more cheerful and imposing.

Then there should be no slackening off in the paint displays. Do not let the old cry, "I am too busy," have any influence. There is no advertising medium so valuable as the paint display. Keep the windows up to the mark. Change them frequently. Do not let customers become so accustomed to the same window that they no longer take any notice of it. Do not let the dust accumulate on the tins and obscure the brilliancy of the cards and hangers. There should be no dust where there is paint. It is an easy matter to change the displays so that there should be something fresh for passers-by to notice and on which to comment. There is enough material from the manufacturers to alter the display frequently, while the originality of the merchant can do wonders.

One very novel idea was recently shown by a merchant, and although it was rather elaborate, its effect in attracting attention fully repaid the trouble taken in setting it. The design





BOLTS & NUTS

The reason "M.R.M." Bolts are giving such satisfaction to those using them, is owing to the care and attention to detail in their manufacture.

Material is the best to be had.

Heads are well made and set up.

Threading full and accurate.

Nuts fits perfectly.

A stock of "M.R.M." Bolts and Nuts is essential in every up-to-date Hardware Store.

Montreal Rolling Mills Co.

is not difficult to imitate especially if the merchant, or one of his clerks, is at all resourceful, and has a certain amount of ingenuity. The whole window was taken up with this display. A long shallow tank filled with colored water to represent the sea, extended almost the length of the window. It was surrounded with trimmings made of heavy paper and painted with water colors to represent stone. Kalsomine and burnt lumber give the desired effect. Sand was sprinkled over the paper and the appearance was that of a bleak and rocky shore. In the background appeared a lighthouse made of cardboard. The window panes were red, and an automatic switch light came on and off at night. In the water floated a yacht. On a high rock, beside the lighthouse, stood a large sign, painted in red and black and reading: "There is danger in using poor paints. We sell only good." Standing around the edge of the shore were cans of boat paints, canoe enamels, etc. As can be understood, this was most effective, and would repay any merchant the trouble in preparing it.

Another display, not so elaborate or striking, but very pretty in its way, can be made from cans of paint, colored ribbons and show cards. Place the cards on a table or stand in the centre of the window space. Place the show cards on the floor in such a manner that they can be easily read. Have different colored paints and tie a ribbon of the same color to each can, and let it hang down in a graceful curve to its corresponding show card. It may be necessary to cross the ribbons, but as each should be different there would be no difficulty in following them with the eye from card to can and vice versa. Let the colors harmonize, and the effect will be pleasing, especially if the cards and cans are not huddled together. Designs such as these show how easy it is for any merchant to give effective displays and what a wide range of subjects can be worked up.

Paint and Oil Markets

MONTREAL.

June 4.—Local conditions have greatly improved both as regards weather and shipments. The marked stimulation of business in all lines is exceedingly gratifying, and is naturally having the effect of stiffening prices all the way round. The North West is buying much more freely, and some heavy consignments have gone out this week to the large centres. In these circumstances a very bright feeling exists, especially as owing to small stocks a continuance of the demand is anticipated by the manufacturers.

Turpentine and linseed oil have advanced this week, while ground white lead is stiffening under a good demand and higher prices are expected. Red lead is however still feeling the effects of abundant supplies.

TURPENTINE—Owing to the increased demand for turpentine—a demand which has sprung up rather suddenly from all parts of Canada and the United States prices have gone up 2c per gal., with it is said higher prices in sight. We now quote turpentine 57c for single barrels, net 30 days.

LINSEED OIL—With the fine weather and a stimulated demand, stocks have been reduced very materially, and owing to the firmness and higher figures prevailing in the primary markets, quotations have been advanced 3c. per gal. We now quote: Raw, 1 to 4 barrels, 62c. 5 to 9 barrels, 61c.; boiled, 1 to 4 barrels 65c.; 5 to 9 barrels, 64c.; strictly net, 30 days.

GROUND WHITE LEAD—Orders have been placed more liberally than for some time past, and consequent on the advance in linseed oil quotations for ground white lead pure and all grades have been advance 10c. per 100 lbs. We now quote: Strictly pure, $5.60 to $6.10 according to brand, and No. 1, $5.10 to $5.60 f.o.b. Montreal.

RED LEAD—Despite improved business, stocks remain over abundant, and prices continue to be shaded for good size lots. For ordinary requirements no change has been made in figures. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—White zinc shares to some degree in the increased bookings for white lead, and much better trade is reported. We quote: Dry V.M. Red Seal, 7½c.; Red Seal, 7c.; French V. M., 6c.; Lehigh, 5c.; white zinc, ground in oil, pure, 8½c.; No. 1, 7c.; No. 2, 5¾c.

VARNISHES AND JAPANS—Carriage factories and railroad shops are experiencing better trade, and are in consequence buying more freely. In addition the general trade is stocking up more freely than for some time past. All lines, therefore, are showing brisk shipments with prices firm.

PARIS GREEN—The call for Paris green is on the quiet side. The warmer weather has not yet had the anticipated effect of stimulating trade to any marked extent. We continue to quote: 1-lb. cartons, 18c.; 1-lb. tins, 19c.; 50-lb. drums, 17c.

PUTTY—One of the features during the week has been the strong demand for putty. The supply being abundant, however, there are no changes in quotations: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

June 4.—A fine record has been made in the paint trade this week. The fair weather has induced splendid buying, and hardwaremen have placed and are placing some good repeat orders. From all sections of the country come reports

THE GUARANTEE FORMULA ON THE CAN

helps you wonderfully in selling "English" Liquid Paint.

It removes the lingering doubt from the minds of painters and house-owners, and convinces them that

"ENGLISH" LIQUID PAINT

in all its 45 shades is really made with the ideal white base — 70% Pure White Lead (Brandram's B.B. Genuine) and 30% Pure White Zinc.

This guarantee formula and the big newspaper advertising we are doing this spring for "English" Liquid Paints, makes them splendid sellers.

But "English" Liquid Paints do more than sell—they satisfy the users, and help dealers to build up permanent trade.

Just write a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

An Endorsation That Counts

When painters and decorators generally approve of and recommend a product you can rest assured that there is merit, quality and genuine worth behind it. The product so favored is

MURESCO

THE HIGH GRADE WALL FINISH

Many painters and householders use nothing but Muresco for water color wall finishing. They know by experience that it will not rub off, crack or peel; that one coat of it gives better results than several coats of any cold water kalsomine.

Muresco is a hot water finish and we are glad to proclaim the fact. Experience shows that kalsomine particles will only dissolve ***right*** in boiling water. You can corrall the painters' trade by pushing Muresco.

Send for our color cards and prices

BENJAMIN MOORE & COMPANY, Limited

Makers of Muresco and High-Grade Paints, Colors and Varnishes

New York, WEST TORONTO, CANADA Chicago, Cleveland

Our Big Advertising Campaign Helps You.

That's why you should

SELL ELASTICA, The Wonderful Floor Finish

Its merit and superiority are made known by extensive publicity and by the paeon of praise arising every day from thousands of delighted users.

ELASTICA MEANS BIGGER BUSINESS FOR YOU

Let us send you particulars

INTERNATIONAL VARNISH COMPANY, Limited

TORONTO

MAKERS OF FINE VARNISHES

Branch of

STANDARD VARNISH WORKS

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

of good business and travelers, retailers and jobbers are jubilant at the way stocks are moving into consumption. While painters have not been so busy as anticipated, so far this season, they are not disappointed, and are blaming the wet weather of the past month for any decrease in work. They expect, however to have a busy Fall.

Ready mixed paints are moving well and another spurt in floor and wall finishes has materialized. Prices are maintaining themselves in all lines, and a decidedly finer tone is abroad. Especially is this so in regard to white and red lead, the advanced prices of pig lead in London and New York leading men to opine that higher prices on lead paint lines are ahead.

Turpentine is unsteady, though the market is firmer than a week ago, and the outlook seems to presage higher prices. Linseed oil has been advanced four cents by the association. This, of course, was expected, and the advance was hinted at during the past three weeks in this column.

TURPENTINE. — There is again a tightening of the market in the south and with the rapidly increasing demand in the United States prices have advanced across the border. This has brought about a firmer tone to the local market and it may be that prices will go higher before another week goes by. We are still giving 58 cents as the market quotation for single barrels, but the actual range of prices is from 56 cents to 60 cents. The low price shows an advance of a cent during the week, and jobbers are none too anxious to sell large quantities at that figure.

LINSEED OIL.—The advance of four cents, which has just taken place is general and the market is firm at the new quotations . The association meeting confirmed the new prices, which will likely hold until September at least, when the new flaxseed comes on. Raw oil is 63 cents and boiled 66 cents for single barrels, one cent less being asked for larger quantities. Despite the advance sales are just as numerous as a week ago.

WHITE LEAD.—Unchanged, though much firmer, is the market in lead lines. Paint men say prospects favor advances in all lead products due to the light supply of the raw material and scarcity of pig lead. This opinion is not generally held, however, and some jobbers seem to think the so-called world's lead trust has frightened them. Prices are low enough certainly, and if a change comes, all agree it will make for advances. In the meatime last week's quotations still hold. No. 1 is $5.40 and $5.65; pure white from $5.80 to $6, and a superior line is offered at $6.25. The demand for genuine red lead is of fair proportions. The market is unchanged as to price, $4.50 for casks and $4.75 to $4.80 in 100 lbs., being the quotations.

STAINS AND VARNISHES. — These and all Summer lines, which are particularly seasonable just now, have increased in demand. They are expected to be good sellers for three months yet.

GLASS AND PUTTY.—The movement of glass is slow. The import demand has dropped off, and direct sales are easy just at the present. Putty is steady and unchanged in price.

PETROLEUM.—Conditions and prices unchanged. Gasoline is the busiest in movement just now.

DISPLAYING WALL PAPER.

A dealer selling wall paper says that he finds the show window is a first-class place to display wall paper. We find, he says, that we get the best results by changing the windows every twenty-four or forty-eight hours. We build a rack across the back of the window about five feet high, and then drape one roll each of several different patterns from the top of this rack to the lower front part of the window. Across the bottom of the window we set a sign which reads as follows: "Every morning at nine o'clock the patterns in this window will be changed. Watch for the new designs to-morrow morning." In this manner we can display the larger part of our different patterns in the window, leaving them in the window only a short time so that the strong light does not affect them.

We have also used this scheme of displaying papers in the window; on one day we put in patterns suitable for a kitchen, together with a sign reading, "Wall paper that is suitable for your kitchen; watch the display to-morrow for the dining room. Each day we display different patterns suitable for the several different rooms in the house."

We have a dozen frames made out of light lumber, eighteen inches wide and six feet high. These are neatly made and varnished or painted. A complete pattern of different papers is fastened upon these frames, the ceiling at the top, border or room moulding in the middle and the side wall at the bottom. We had a number of signs printed at the local printing office, which we fastened upon these, giving the price of the paper and some short saying similar to the following: "We think this pattern a very pretty one for the dining room, don't you? Only 40c a roll. This pattern pleases other people and should please you. Take it home at 50c a roll." These neat advertising signs we placed in some of the local millinery and dressmaking establishments, where women were constant visitors, and other prominent places about town. Our name was printed neatly across the bottom.

PAINT NOTES.

Chabot & Lavoie, painters, Quebec, have been registered.

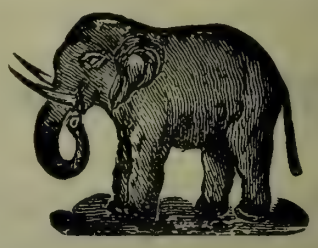
Delorme & Charbonneau, painters, Montreal, have dissolved partnership.

Dennis & Co., Toronto, have been incorporated to carry on a general decorating, painting, wall papering and glazing business. The capital is $40,000, and the incorporators are W. J. Dennis, A. H. Gidley, Geo. Roby, E. Roby and Fred. Stevenson.

50
YEARS!

For half a Century the Genuine "Elephant" White Lead has been for sale not only in Canada, but in every part of the globe.

MADE FROM THE HIGHEST CLASS OF PIG LEAD. IT IS CORRODED BY THE OLD DUTCH PROCESS AND GROUND TO IMPALPABLE FINENESS BY POWERFUL MODERN MACHINERY.



THE "ELEPHANT" GENUINE WHITE LEAD STANDS PREEMINENT AS THE WHITEST, STRONGEST, AND FINEST IN TEXTURE AND COVERING PROPERTIES OF ANY KNOWN PAINTING PIGMENT.

ADDRESS

THE
CANADA
PAINT
COMPANY, LIMITED
MONTREAL
TORONTO WINNIPEG

The Largest Makers of Varnishes and Paints in the Dominion of Canada.

About Linseed Oil

It is a good thing to look carefully to the oil you buy. It would pay many buyers very well to pay a couple of cents a gallon more to get oil free from sludge, clear and good drying. When one realizes that two gallons of settlings in the bottom means about three cents a gallon loss, he comprehends what we mean.

Ramsay's Pale Boiled Oil
Double Boiled Oil

have long been a standard in the market. Noted for their drying qualities and light clear color, they do no injury to the palest tint. Their action is correct, and they drain out to the last drop in the barrel. We boil our own oil. That's why it is right and the reason you save when you buy

Ramsay's Oil

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 The Paint Makers

DON'T SELL POOR PAINT

It is profitable neither to merchant nor user. It is just as easy to dispose of any article that possesses quality and merit. In the end you satisfy your customer lastingly, not temporarily.

NEW ERA PAINT IS GOOD PAINT

Your customers will realize it after one trial and remember that you sold it to them. For wear, finish, appearance, brilliancy, service and covering surface there is no other prepared paint that quite equals NEW ERA.

HERE IS ITS COMPOSITION
Pure White Lead ; Oxide of Zinc; Pure Linseed Oil ;
Turpentine and Turpentine Japan Dryers.

SEND FOR OUR BOOKLET

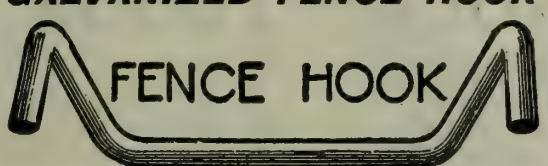
Standard Paint and Varnish Works Co., Limited
Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENTS
Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montrea

GALVANIZED FENCE HOOK
For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

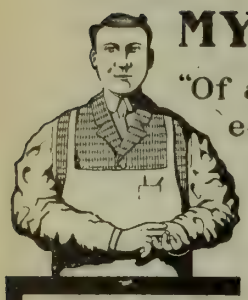
The Western Wire and Nail Co., Limited, - London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"



Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.
Trellises for Climbing Vines and Garden Bordering

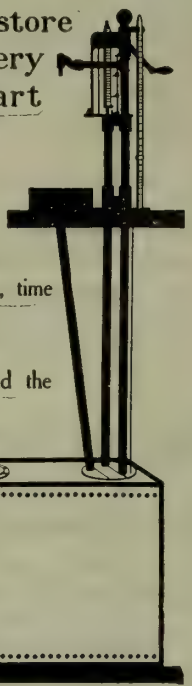
CANADA WIRE GOODS MFG. CO.
HAMILTON, - ONTARIO
We make Jail Cells and Gratings of every description.



MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5454. It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Atkins Silver Steel



Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.

SELL the POPULAR



WHEN it comes to floor paints the old reliable Senour formula is best—without doubt. It has stood the test of time. Constant walking over a certain spot severely tests floor paint. Of course you can wear through any paint—but your customers will have such a long time wearing down

SENOUR'S FLOOR PAINT

that they will have forgotten **when they** bought it—but they **won't forget WHERE** they bought the most durable paint they ever saw or heard of. There's just the point—that is just why Senour's Floor Paint is so popular. It's the superior wearing qualities that win. Your trade don't want the fuss and mess of painting floors several times a year. Please them by selling only the popular Senour's Floor Paint. We supply you free with color cards and advertising. Write us for terms.

THE MARTIN-SENOUR CO., Ltd.
Pioneers Pure Paints
MONTREAL CHICAGO

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

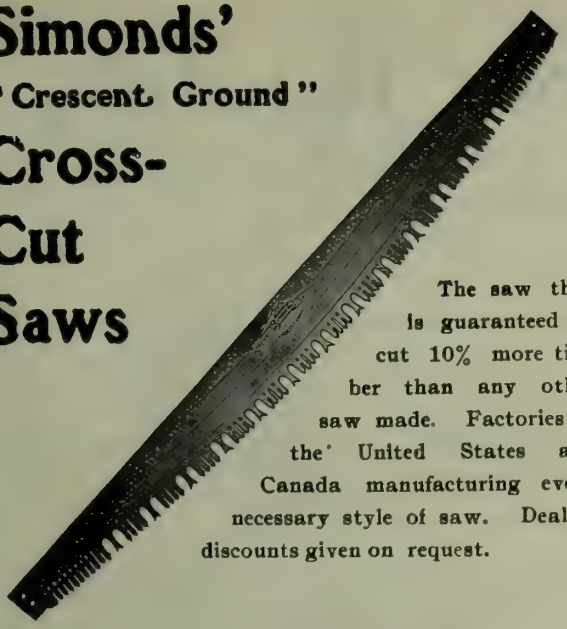


FLOOR PAINT

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. **St. John, N.B.**

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

Island City Floor Enamel

A floor finish of **high standard quality.** Dries **hard as stone** with a **brilliant** gloss. Made in **seven attractive** colors.

Write for Prices and Color Cards.



P. D. DODS & CO., Limited, **Head Office and Works, Montreal, Que.**

AGENCIES:

J. H. Morin & Co., Toronto **The Western Paint Co., Winnipeg, Man.** **The Capital Paint & Oil Co., Ottawa, Ont.**

So-Called Rubber Roofing

Many merchants think that **RUBEROID** is a "rubber" roofing.

It is not. It contains no rubber.

For a roofing which contains rubber will not withstand the weather.

Rubber rots under exposure.

Ruberoid permanently withstands heat, cold, rain, ice, snow. It resists acids, gases and fumes. It is so nearly fireproof that burning coals thrown on a roof of Ruberoid will set fire neither to the roofing nor to the timbers beneath.

Ruberoid roofing owes its wonderful properties to our exclusive product, Ruberoid Gum.

This gum is as flexible as new rubber. But unlike rubber, exposure does not rot it.

That is why the first Ruberoid roofs, laid in 1892, are still durable, still weather-tight,

RUBEROID

Trade Mark Registered

Ruberoid was the first ready roofing. To-day there are three hundred substitutes

These substitutes are known as "rubber" roofings, or have names which sound like **RUBEROID.**

Pronounce it RUE-BURR-OID but spell it R-U-B-E-R-O-I-D.

But not one of these substitutes can use our exclusive Ruberoid gum. Not one of them can possibly be so good as Ruberoid.

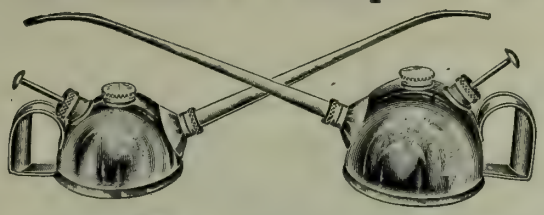
Please be fair with your customers—fair with yourself. Explain that "rubber" roofings are merely substitutes; that there is but one genuine Ruberoid—known by the trade-mark which is stamped every four feet on the underside of each roll.

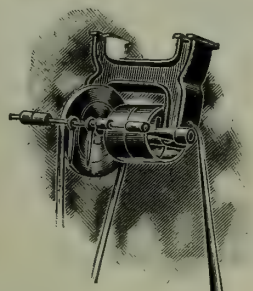
Our international advertising campaign is now in full swing. We are sure to have inquiries for Ruberoid from those who live near you. Be prepared to fill the demand which we create. A postal card will bring our dealer's plan, and will explain how we willingly stand the expense to make sales for you. Address Dealer's Department 92B.

The Standard Paint Company of Canada, Limited

Imperial Bank Building **MONTREAL, Canada**

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

There Could be no Greater Tribute

to the quality of the Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.

A Profitable Line to Handle—
Invalid Rolling Chairs



These goods are MADE IN CANADA, and represent something that every hardware merchant can advantageously carry. Here are two desirable lines:

The cut on the left is one of our Reclining Chairs, equipped with divided and independent leg rests and is one of the most popular on the market.

The cut on the right shows a Rolling Chair with body of the best reed and hardwood and seat of cane web filling. The wheels and metal work are of the best steel and malleable iron.

Drop us a line for our Catalogue "C."

The Gendron Mfg. Co, Limited
Toronto, - Canada





Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED
144 William Street, Montreal

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Handy around any House, Store or Farm. Capacity 500 lbs.

Buster Brown

Children's Express Wagons

Successfully handled by the hardware trade throughout the Dominion.

Sizes: No. 1 (solid), No. 1 (spoke), No. 2 (spoke), No. 3 (spoke), with runner attachments.

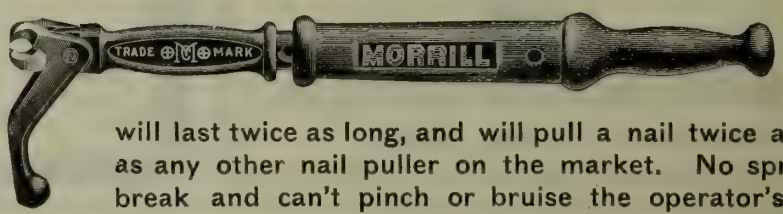


Made in Canada

The Woodstock Wagon & Mfg. Co., Ltd.

WOODSTOCK, ONT. Makers of Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs

THE JAMES STEWART MFG. CO., Ltd., Winnipeg, Man.
Western Representatives



This Nail Puller will last twice as long, and will pull a nail twice as easily as any other nail puller on the market. No springs to break and can't pinch or bruise the operator's hands.

Chas. Morrill : : 271 Broadway, New York

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

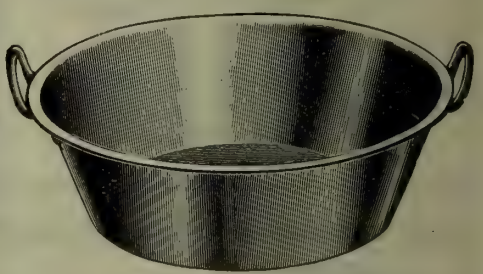
J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

ANTI-RUST Dish Pans

made of I. X. X. X. X. stock with extra heavy malleable handles, are INDESTRUCTIBLE. Three standard sizes, 14, 17 and 21 quarts.



The ANTI-RUST line also comprises BOILERS and Dairy Pails in standard sizes.
Let us have an opportunity to give you description and prices on the ANTI-RUST goods.

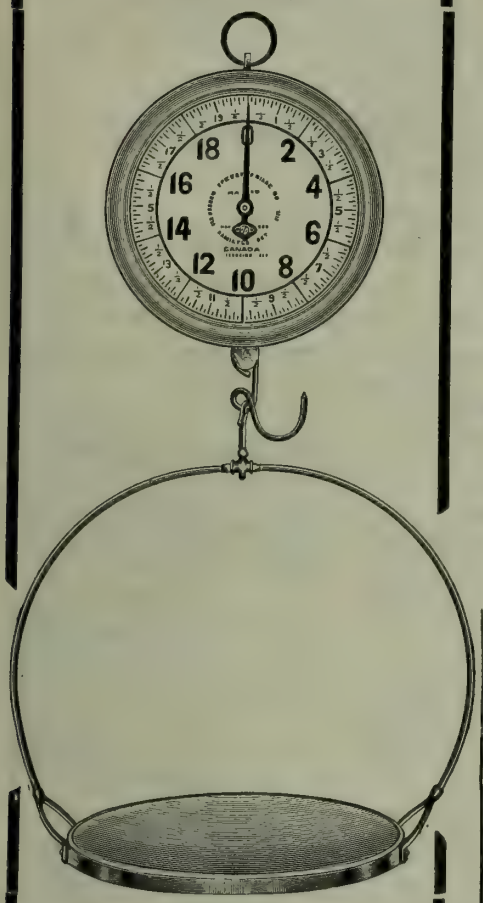
E. T. WRIGHT & CO.

HAMILTON, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

SPRING BALANCES

Made in Canada



Single Dial, Double Dial, Dial, 8 inches in diameter, Glass Sash, 10 inches in diameter, Round Porcelain Enamelled Pan, Round Granite Enamelled Pan, Oval Porcelain Enamelled Pan, Square Porcelain Enamelled Pan.

CAPACITY 30 lbs. and 60 lbs.

Other varieties of Spring Balances and IMPERIAL STANDARD SCALES of every kind are

MANUFACTURED BY

THE BURROW, STEWART & MILNE CO., Limited, Hamilton Ontario

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES ?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.

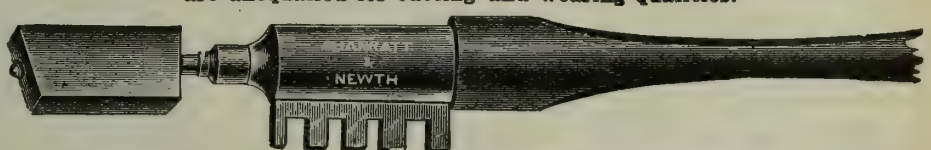
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

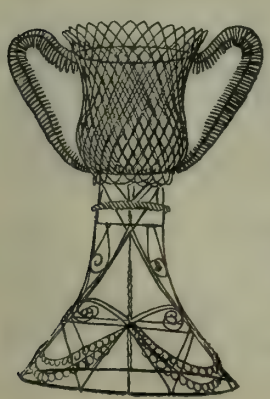
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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Lawn Designs, Ornamental Fencing, Gates of all kinds, **Railings,** etc.

Manufactured at

Crescent Wire and Iron Works.

Partridge & Sons

KINGSTON, ONT.

Write for new Illustrated Catalogue.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street

MONTREAL

THE SHREWD DEALER

Takes no chances on QUALITY when he is sure of HIS BASE OF SUPPLIES. Take the matter of ROOFING, and ask any man if he wishes to take a chance on inferior or unknown brands. OUR GOODS ARE BACKED BY A GUARANTEE. Guarantee that they build and HOLD your trade, because IT'S IN THE GOODS, known all over the Dominion for QUALITY. READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPER.

THESE ARE THE BRANDS:

Tarred Felt, and Joliette and Cyclone Sheathing

In addition to QUALITY our PRICES are always RIGHT.

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb	0 22
Tubing, iron pipe size, 1 inch base	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 00	14 25
Cut lengths, round, bars, ½ to 2 in.		21 00
Plain sheets, 14 oz.		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets), 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
"	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	19 25	
Middlesboro, No. 3 pig iron	16 50	19 50
Summerlee, No. 2 "	18 25	20 00
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)		25 00
Angles base	2 60	2 60
Common bar, per 100 lb	1 85	1 95
Forged iron	2 00	2 10
Refined "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$32 50	32 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Ravea and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
I X X 14 x 20 "	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I X X, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel— I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade— I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— X X, 14x56, 50 sheet bxs. 14x60, " 14x65, "	6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock, net	1 75
No. 4 " " "	1 65
No 7 Fuller " " "	2 00
No. 4½ " " "	2 00

Patent Compression Cushion, basin cock, hot and cold, each $1.25
Patent Compression Cushion, bath cock, No. 2208, each 2 20
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

Bathtubs, 5 feet, 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85.
Closet combinations, $15.50.
Laundry tubs, double, complete, $25.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—60 per cent.
Steam Radiators—60 and 2½ per cent.
Wall Radiators—50, 10 and 10 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	¼ inch 2 86
⅜ "	2 25	⅜ " 3 08
½ "	2 63	½ " 3 48
¾ "	3 16	¾ " 4 31
1 "	4 54	1 " 6 19
1¼ "	6 19	1¼ " 8 44
1½ "	7 43	1½ " 10 13
2 "	9 90	2 " 13 50
2½ "	15 81	2½ " 21 56
3 "	20 76	3 " 28 31
3½ "	26 13	3½ " 35 63
4 "	29 70	4 " 40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers per 100 lb	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 06
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

THIS MARK ON CUTLERY

is, like the Sterling Mark on silver, a positive guarantee of sound quality. You can recommend



"PYRAMID" CUTLERY

to your customers with the assurance that they will be pleased with the purchase. Sold by all the Leading Jobbers in Canada.

Manufactured by **NIXON & WINTERBOTTOM, Limited, at Sheffield, England**

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins..	0 70	0 90
" " 5 gal. tins..	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 65
" 100-lb. drums	1 90
Bladders in bbls	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 57 0 56
Linseed Oil, " raw	0 63 0 63
" " boiled	0 66 0 66

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 50	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Monarch (Windsor)		6 90
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
" Anchor," pure	5 65	5 80
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 50	5 65
Island City pure lead	5 50	5 65
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs. "	5 00 5 00
No. 1, casks, per 100 lbs	4 00 4 00
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb , per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 8
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre. 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 70 1 75
Belgium	1 80 1 90
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
" Iron Clad " cotton	2 10
Iron Clad " paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. " 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.75; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—

½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz.	6 00 9 00
Double bit, "	9 60 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 0 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored. per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, oz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 75

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $3 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.



Send for a Free Sample

Amatite ROOFING

If you will write to-day for a free sample of Amatite, the end of your roofing troubles is in sight. It is the one roofing that *needs no painting* after it is once laid on the roof.

If you would sit down and figure out exactly how much it costs to paint a smooth surfaced roofing during its life, you would find that the cost of this paint is *more* than the roofing itself. Amatite, on the other hand, has a real mineral surface, and we sell the goods on the broad statement that it *needs no painting of any kind.*

The man who puts Amatite on his buildings is insured against leaks and trouble for many years to come. Send name and address for a sample and booklet, which will prove conclusively how much better Amatite is than the old-fashioned "rubber roofings" which require constant painting and care to keep them tight.

PATERSON MFG. CO., Limited Toronto Montreal St. John, N.B. Winnipeg Halifax, N.S. Vancouver

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Canadian discount, 40 p c.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c.; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1340, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in (100 ft)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ¾ " "	10 00
" " 1 " "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HOSE COUPLERS.

Time Savers, per doz ¾ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's	0 13½
Berg's, per lb.	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " No. 2	5 50
Saw Vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" ⅜ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
Cowell brand, quotations on application.

HORSESHOES.

M.R.M.'& 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10, saddle nails, in bulk, 15; tufting buttons, 32 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, 40c.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	3 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	3 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

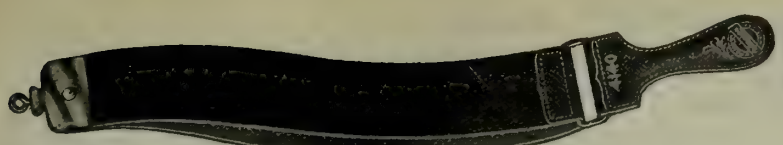
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½
"Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.



CLAUSS RAZOR STROPS



A good strop is as essential as a good razor. Combine the two and you have perfect satisfaction; separate them and you have trouble.

Clauss Strops are Guaranteed to give Perfect Satisfaction

MERCHANTS, WRITE FOR CATALOGUE AND DISCOUNTS

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : . : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
5 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PISCED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS
Lithographed, 60 and 10

STOVES
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch "	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 1, $3.80; No. 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.15 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, Toronto or Montreal—100 lb.; Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Cleveland, $2.65 for small lots and $2.55 for carlots
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops	1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz. 8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	52 50
Stephenson	74 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WOODEN TUBS.
Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in.. doz	42 25
Improved Royal Canadian, 11 in	44 75
Size. 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	36 50
Ottawa, 3 year, 11 in	41 50
Favorite, 5 year, 1 in	42 50

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09
Pure Manilla		0 11
"British" Manilla		0 09½
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ¼ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet.....per doz.		0 65
" " 60 feet..... "		0 80
" " 72 feet..... "		0 95

Twine.

Bag, Russian twine, per lb.		27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita.....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 13	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe.....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 02
" under 40 lb., "		24 00
200 lb. and over		60 60

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Sonne, Thos., Montreal

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Baskets
Oakville Basket Co., Oakville, Ont.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill, U.S.A.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Brushes
Nelson, H. W. Co., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb. Montreal.
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
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Clippers—All Kinds
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Chicago Flexible Shaft Co., Chicago

Clothes Pulleys
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Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls, Ont.

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
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McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cultivators
Bailey Underwood Co., Ltd., New Glasgow, N.S.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
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Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Checks
Le Page Door Check Mfg. Co, Toronto

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
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McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Feather Dusters
Nelson, H. W., & Co., Ltd., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
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Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
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Pease Foundry Co., Toronto.

Galvanizing
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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass Ornamental
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Glaziers' Diamonds.
Pelton, Godfrey S.
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Glue.
Grove Chemical Co., Appley Bridge, Eng

Hammocks
Dominion Hammock Mfg. Co., Dunnville Ont
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Handles
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co, Hamilton.
Soss Invisible Hinge Co, Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg Mass.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Belleville Iron & Horseshoe Co., Belleville, Ont
Montreal Rolling Mills, Montreal.

Hose Couplers.
The Time Saving Coupler Co, Toronto

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer, Ont
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Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamp Black.
E Fielding, Toronto
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Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D. & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lawn Sprinklers.
Standard Stamping Co

Linseed Oil.
Canada Linseed Oil Co, Ltd, Montreal

Locks, Knobs, Escutcheons, etc
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
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Mail Boxes.
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Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
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Metals.
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Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

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Oilers
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Stairs, Son & Morrow Halifax, N.S.
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E T. Wright & Co., Hamilton

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Stamped Metal Plates
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Morris & Bailey Steel Co., Pittsburg, Pa

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Steel Stamps
Hamilton Stamp and Stencil Works, Hamilton

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Hamilton Stamp and Stencil Works, Hamilton

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Kemp Mfg Co., Toronto
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Canadian Heating & Ventilating Co. Owen Sound.
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The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

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Canada Screw Co, Hamilton

Tapes.
Lufkin Rule Co., Windsor, Ont

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A. C. Leslie & Co., Montreal

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Trade Checks
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Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont

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Gendron Mfg Co., Toronto
Woodstock Wagon Co., Woodstock

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montrea
Howland, H. S., Sons & Co., Toronto
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Hobbs Hardware Co., London, Ont
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AMERICAN
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INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES,
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IMPERIAL COTTON DUCK,
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"The Englishman's Home"

is SAFE if ALL his family can use a RIFLE.

THE ONLY RIFLE MADE IN CANADA is the famous

ROSS RIFLE

In Going After Big Game, the important force is the **RIFLE.**

Our New Sporting Models delight the keen shot.

For Range Shooting the marksman cannot afford to be without a **ROSS MARK III RIFLE.**

We have the written testimony of the best riflemen in the world, and the **ROSS RIFLE** has stood the severest tests in the best rifle matches of the world, **BISLEY** especially being loud in praise of the **CANADIAN RIFLE.**

The Sporting Rifles retail at $25 up and sell themselves. Try a sample order.

HANDSOME CATALOGUE ON APPLICATION.

ROSS RIFLE COMPANY, Quebec City, P.Q.

Quality Means Success



Satisfactory goods make satisfied customers, and satisfied customers make a business grow. For over forty years we have been manufacturing goods that thoroughly satisfy consumers.



Machine Screws

Iron, Brass and Copper Rivets and Burrs, Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

Ask Your Jobber for Canada Screw Co. Goods.

Canada Screw Co., Limited

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STRICTLY HIGH GRADE. TESTED & PACKED



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TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

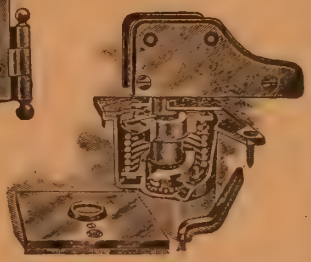


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The Spring Building Trade is just about due



Cylinder Night Latch, No. 103.



Have you the right assortment of rim and mortise locks, inside, front door and store door sets, and

BUILDERS' HARDWARE

to meet the big demand? Ask your jobber to show you the Peterborough Lock Company's line. Sold by all the leading Canadian jobbers.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



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Gold Medal at Atlanta, 1895

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VALVE DISCS



Nothing to equal them has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.

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All qualities in bags and casks.

"White's" Brand and "Francis" Brand.

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Superfine and Coarse.

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The Highest Grade File Made

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THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

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CASED GOODS
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POCKET KNIVES

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For Sale By Leading Wholesale Houses.

Poultry Netting

—"Lysaght's" Make—

Thoroughly galvanized and well woven

STOCK OR IMPORT.

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HAVE YOU SEEN OUR NEW HARDWARE CATALOGUE?

It is new and up-to-date containing many specialties not heretofore illustrated by us.

You owe it to your business to send for CATALOGUE H50 and to examine every page carefully. We still wish to distribute our goods through the Jobbing Houses and we ask the Retailers to specify our lines. We guarantee the quality and the prices if necessary.

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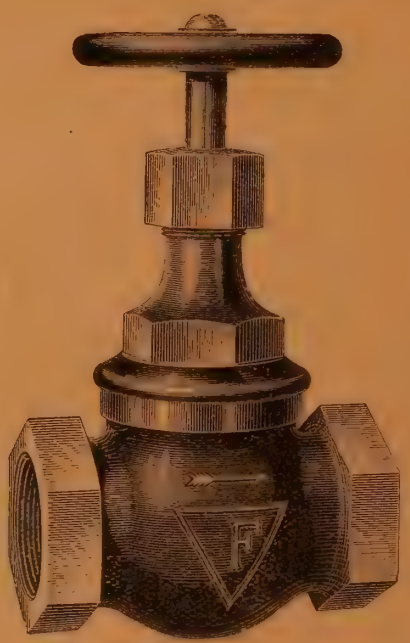
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Renewable - Asbestos - Discs

¶ For high or low pressure steam, water and air. No seats to grind. Less than one minute's work to replace disc when worn, making the valve as good as new.

¶ Disc being loose on spindle insures a perfectly tight valve when closed. Only high-grade material used.

¶ Hardware Dealers will find this an excellent and profitable line to carry.

Made in Sherbrooke, Que.

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Limited

Montreal St. John, N.B. Toronto Winnipeg
Calgary Vancouver



The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is Warranted

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.

Fultonville

New York



This Trade Mark guarantees Satisfaction.

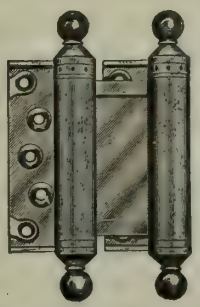


CHICAGO SPRING BUTTS

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A PRODUCT OF RECOGNIZED SUPERIORITY

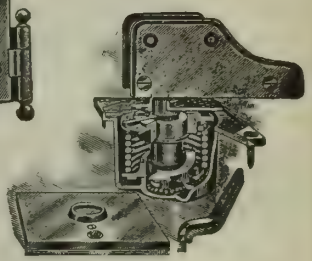
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



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CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

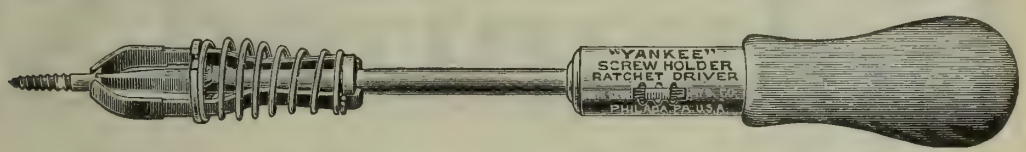
CHICAGO NEW YORK

CATALOGUES ON REQUEST

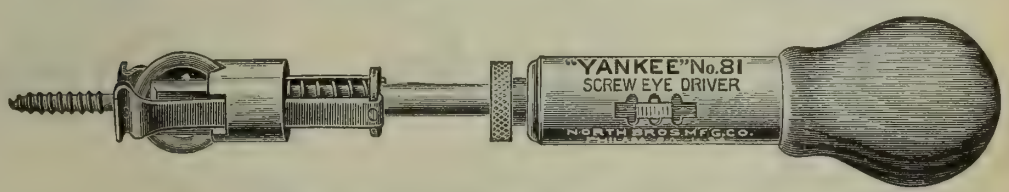
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SOME NEW STYLES—HAVE YOU SEEN THEM?

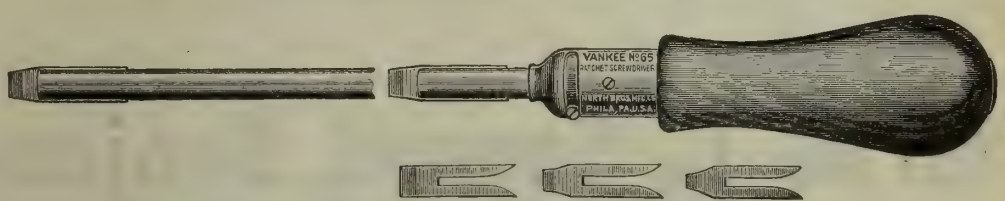
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NEWEST
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and
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TOOLS
and are
WITHOUT
EQUAL
in
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and
EFFICIENCY
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PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



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ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



EASTLAKE METALLIC SHINGLES



Best by Test

Make **all** your customers permanent ones—do not experiment, sell them goods that you **know** will give satisfaction—goods that have **proven** themselves.

25 years ago, after months of experimenting and designing by our experts, in deciding on just the right requirements, we began manufacturing **"Eastlake"** Steel Shingles. We have never changed the first design—in fact time has shown that it could not be improved upon. We can show you roofs that were covered with "Eastlake" shingles the first year and are in perfect condition to-day. Is not this proof that we selected the right design and used the best material—a 25 year actual test proves them the best.

Tell your customers you know "Eastlake" shingles are the most satisfactory in every respect—fireproof, weatherproof, durable and easiest and quickest to lay. You are backed by the oldest and largest sheet metal building material firm in Canada—a firm that has always "protected the trade."

The same high quality material and manufacture has placed all our goods in the front rank. **Steel Ceilings** and **Walls, Siding, Lath, Cornices, Skylights, Ventilators, Finials, Conductor Pipe, Eavetrough** and a complete line of Architectural Metallic Goods.

Lookaround you—go after those unsatisfactory roofs, send us measurements for estimates.

"To my mind AN ACTUAL TEST is much safer than one of those PAPER GUARANTEES that will not hold water."
—The Philosopher of Metal Town.

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

1672

Galvanized Sheets

Large Stocks Close Prices

M. & L. Samuel, Benjamin & Co.

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We Couldn't Improve the Roofing So We Improved the Package

Each Roll of Covertite Roofing is now equipped with metal ends, held on in such a manner that the most severe handling cannot dislodge them, yet they are easily removed when the roofing is used. It is impossible for the ends to be torn off in transit and the caps, nails and cement which are packed in the core of each roll lost out, as is so often the case with other packages.



Start the season right with a good Roofing

COVERTITE

is the best roofing in the best package ever placed on the market. Our name is on every roll which is an absolute guarantee to dealer and user. We will fill a small trial order at quantity prices. You can have all one square rolls if you like. Made in 1, 2 and 3-ply thickness. The first reliable dealer in each city to place an order gets the business for roofing.

Exclusive Canadian Distributors :

LEWIS BROS., Limited

Ottawa Toronto **Montreal** Calgary Vancouver

SEASONABLE GOODS

DO NOT MISS the sale of these goods by not having the proper kind in stock.

"DANA" PEERLESS FREEZERS

With Crank:

Sizes

1,2,3,4,6,8,10,12 qts.

SELL THE BEST

See our Catalogue, pages 573 and 574 for this line.



"PEERLESS"
With Fly Wheel.

With Fly Wheel

Sizes

8,10,12,16,20,25 qts.

To those who want the best and most up-to-date freezers, there are none better on the market than the "DANA" PEERLESS



STEEL ICE TONGS



"LITTLE GIANT"



THE "JAXON"
Ice Tongs, Japd. Steel



No. 104. ICE PICK.



No. 1040. ICE PICK

No. 1897. ICE CHISEL

Orders Receive Prompt Attention.

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F.&W.

Wholesale Hardware and Iron Merchants

Montreal : : : : : **Canada**

F.&W.

Value

DEMONSTRATE

Value

AutoStrop SAFETY RAZOR



There is absolutely nothing that will give your customer real satisfaction, but Value.

Amongst all your assets you have none as valuable as a satisfied customer.

The AutoStrop Safety Razor ensures greater satisfaction than any other razor on the market.

Prove our assertion by using the razor yourself.



OPEN CASE

Demonstrate the razor to your customer and you will be able to show that the AutoStrop has all the merits of the best, and two or three more which are most important, and which bring it ahead of all others without exception.

Demonstrate its self stropping arrangement, show how it can be stropped and cleaned without unscrewing or taking anything apart, point out that it is the most economical to use.

Why, you'll sell it against all others. You will have a satisfied customer.

Write us at once for sample and terms

Value

The AutoStrop Safety Razor Co.

Value

14 St. Helen St., - Montreal

Water Filters Prevent Disease



"Hygienic"—Made of glass and brass nickel plated



Acme No. 8—Made of glass and zinc nickel plated

Hardly any city or town has pure water in the springtime, and the easiest way to make it pure is to filter it.

The ***Seed*** water filters are made on the same principle as that employed in the water works filtering plants where the water is passed through crushed quartz and charcoal.

Seed filters are conveniently made and easily looked after. They fit any kitchen or bathroom bibb cock whether plain or threaded. To clean them they are merely reversed on the tap and the water running through cleans the charcoal and quartz. ***Seed*** filters should be used on every faucet from which water is drawn for drinking purposes.

Are you selling filters in your town?

The price is low and the profit large.

They are a good selling line. Ask our travellers to show you samples or write for illustrations and prices.



No 2—Made all of brass nickel plated



No. 3

No. 3—Made all of brass and nickel plated. Smaller than No. 2.

Caverhill, Learmont & Co.

Hardware, Iron and Steel

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MONTREAL.

Warehouse at
WINNIPEG, MAN.

SHOWROOMS:
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Samson Farming Tools



The embodiment of all that is best in quality and finish. A strong selling line that figures a good profit to dealers, and strengthens your hold on the better class of trade. Made genuinely good from start to finish, and warranted full first-class in every detail. We carry a large stock and can make

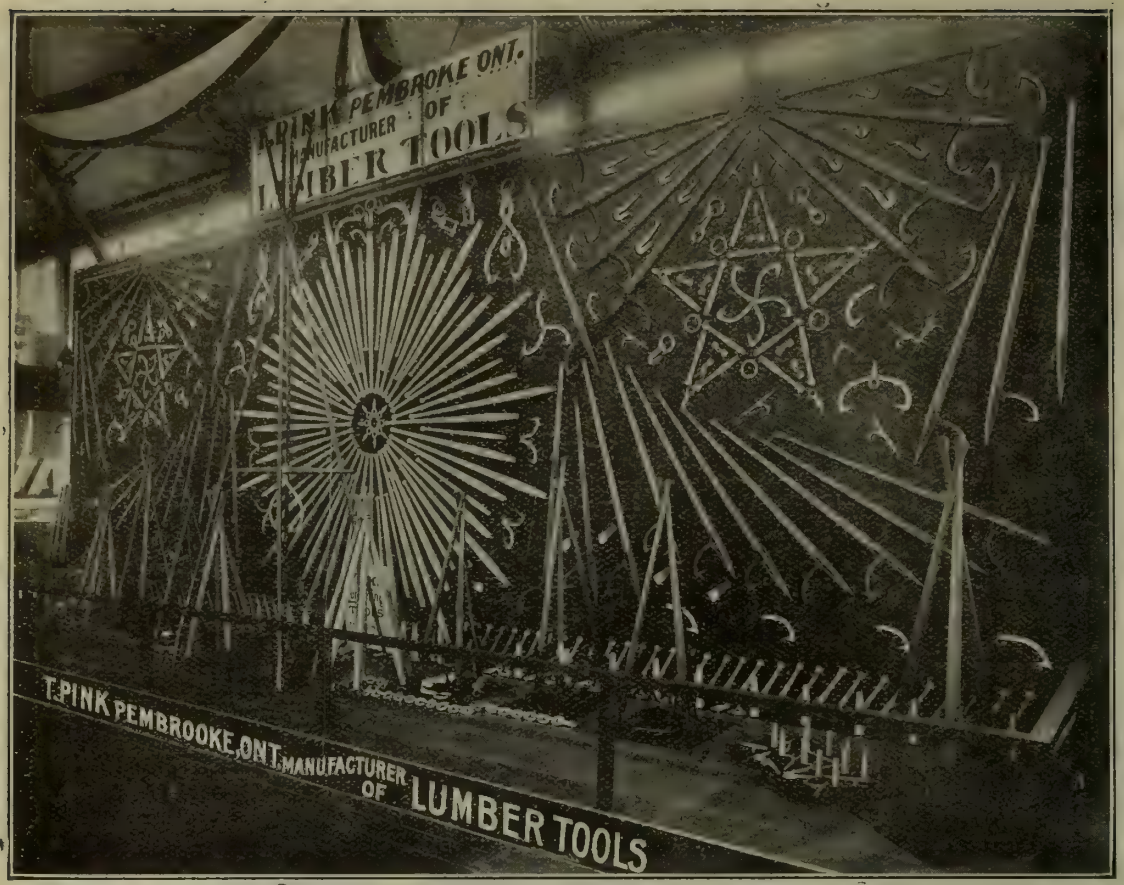
Immediate Shipment

Repeat orders reaching us by mail will receive the same careful attention as though given to our travellers. We urge customers everywhere to push "Samson" Farm and Garden Tools all they possibly can just now, and get after all the business there is. The quality and value deserve all the emphasis you can give them.

H. S. Howland, Sons & Co.,

Limited

Wholesale Hardware, Toronto



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Sterling Wheelbarrows and Concrete Carts



We beg to advise the trade that we have secured the Canadian rights to manufacture these well-known Wheelbarrows and Carts, and illustrate here one of many styles made.

These are equipped with Roller-Bearing Wheels, making them push easy, and a trial order will convince any one that they are the best Wheelbarrows and Carts offered to-day.

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BISSETT & LOUCKS, Winnipeg
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THE MEAFORD WHEELBARROW CO.

Limited

MEAFORD, - - ONTARIO

"Will-Kill-Flies"

A Boon to Dairymen

Superior to anything on the market

For

Cattle

Cows

Horses



For

Sheep

Pigs

Poultry

Look for this Trade Mark

The value of any animal is increased by its freedom from the annoyance of flies or vermin. "Will-Kill-Flies" is harmless to animals, but sure death to all flies and vermin having no lungs.

EVERY GALLON GUARANTEED

Ask our travellers about it or write

The Hobbs Hardware Co., Limited

Distributors

LONDON **TORONTO**

Crescent Brand
Registered



DON'T BE "AN EASY MARK"

Any jobbing house can tell you that there are dealers here and there who will take anything at all; good, bad or worse, with no regard for brand or quality just so long as it is the "article" they ordered from the traveller.

Of course, we all know that if it wasn't for this class of merchant the manufacturer of inferior goods would go out of business—but, Mr. Merchant, don't you let anybody think for a minute that you're that kind of a business man.

You don't intend to be a "dumping ground" for these inferior goods.

When you want a Hinge, you want the very best kind of a Hinge—

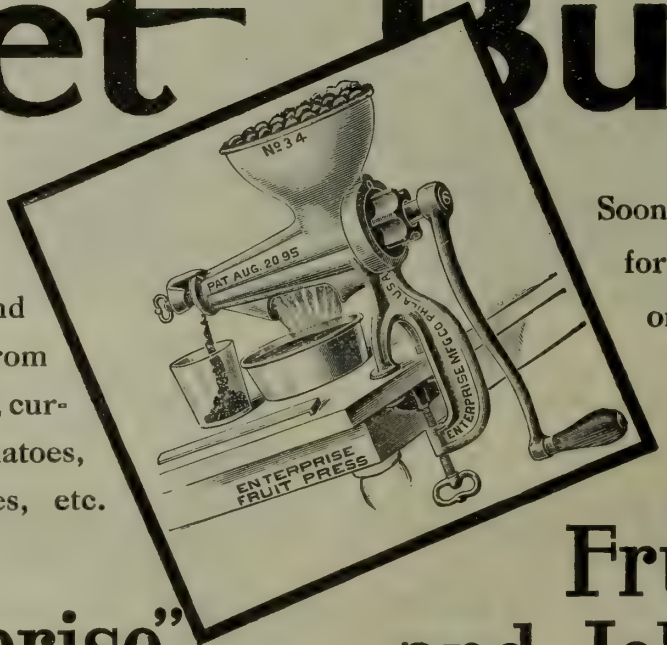
A CRESCENT BRAND HINGE

The up-to-date Hardware man knows what he has to pay for and doesn't take chances. There are several kinds of Hinges and Butts, and those of quality and merit bear the "**Crescent Brand.**

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO

Get Busy



Women are planning the making of Wine, Jellies and Fruit Butters from berries of all kinds, currants, grapes, tomatoes, quinces, pineapples, etc. They need the

Soon they will be clamoring for the right machine, the only machine that will really do all of these things, the

"Enterprise" Fruit, Wine and Jelly Press

Beyond all competition worthy of the name. Guaranteed superior to all other Presses. Directions accompany each machine. Order to-day from your jobber.

Other seasonable things in our catalogue for every month in the year are the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons; etc.

Get our advertising aids for dealers

The Enterprise Mfg. Co. of Pa. Philadelphia, U. S. A.

21 Murray Street, New York City **438 Market Street, San Francisco**



DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

WHY DON'T YOU SELL

THE BEST SOO LINE

BARK SPUDS

Made of Steel, with Maple Handles

FOR PEELING TAN BARK



June and July are the months they are used, and there are lots of them used where hemlock grows. We couldn't supply them fast enough last season. Have a large stock ready for prompt shipment now. If you never sold them, try them now. We'll guarantee the sale of all we make. Write for free samples for stock or for your travellers who sell goods in the hemlock country.

CANADIAN LOGGING TOOL CO., LIMITED

SAULT STE. MARIE, ONTARIO

MEN WHO SELL THINGS

By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; 'How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 259 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

HEADQUARTERS FOR CABINETS of All Sizes and at All Prices

Ideal Wedding Presents **Stock on Hand for Immediate Delivery**



R619 Union Cabinet, 29 pieces, $12.50

All cabinets fitted with highest grade Sheffield Cutlery and Silverware.

John Round and Son, Limited, Coristine Building, Montreal

Established 1847 **Factories: Sheffield, England**

The Bradley Stencil Machine

Covered by 8 Patents
Has stood the test of years

Over 10,000 in use in the United States

Over 250 in use in Canada



Send for particulars to

The Hamilton Stamp & Stencil Works, Ltd., Agents for the Dominion of Canada, Hamilton, Ont.

TRADE MARK KEYSTONE BRAND REGISTERED

The recollection of QUALITY remains long after the price is forgotten. It will pay you therefore to furnish your customers with the best in the market. You can do this in BROOMS by handling

KLONDIKE, JUBILEE and STERLING

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO, CANADA

Brantford Roofing Agents

Have a Four-Times Advantage

Over Other Agents

The Brantford Roofing Agent has four chances of getting the order to the other fellow's one. : Equipped with four different styles of Brantford Roofing there is very small chance of an order getting by the Brantford Agent. He has Brantford Asphalt to secure the order of the man who wants a roofing with an Asphalt saturation. : : : : : :

He has Brantford Rubber (a roofing of quality—not an imitation) to supply the man who desires the best Smooth Surface, Pure Asphalt Roofing on the Market. : : : : : : When you are offered a very cheap Rubber Roofing, stop, and consider that the genuine good quality Rubber Roofing cannot be supplied at their prices—a poor Roofing is dear at any price.

"Brantford" "Roofing"

He has Brantford Crystal to take the order of the man who believes that a thick mineral surface, no paint roofing is best for his requirements. : : : : : : He has Brantford Mohawk for the man who desires a good, sturdy roofing at a low cost. : Don't let the other fellow get the Brantford Roofing Agency. Get it yourself, and secure a four-times advantage over him. Sit down this very minute and ask us to send samples, dealers' catalog and co-operation sales plans. Remember, we don't compete with our agents, but instead render them the kind of assistance that finds prospects for them and clinches sales.

BRANTFORD ROOFING CO., LIMITED

Head Office and Factory: BRANTFORD, CANADA

Montreal Branch: 300 St. James St., MONTREAL, QUE.

A Little Enterprise and Confidence

With these you can sell structural steel and take care of all the business in your territory. It is a line which will give you a handsome return. There are many buildings going up, or about to be erected, in your town, which will employ steel in their construction. Who is selling it? Why not you? We will give you every assistance in closing contracts, and quote you lowest prices. Do not let some other fellow step in ahead of you and carry off the profits.

WRITE US TO-DAY REGARDING OUR HIGH-GRADE MATERIAL

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY of CANADA, LIMITED

SARNIA, ONTARIO

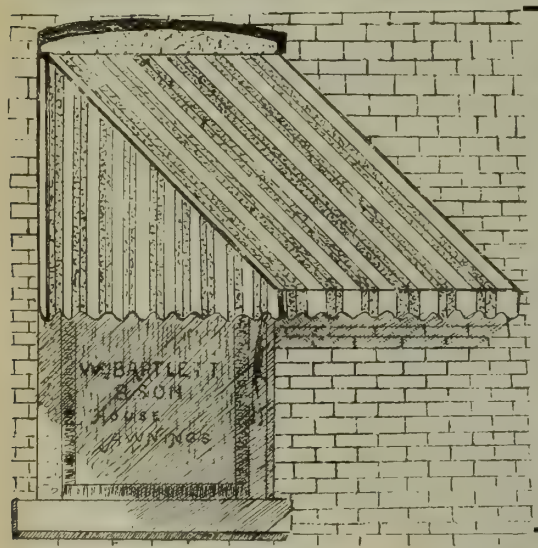


COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



Cool, Attractive and Breezy House and Verandah

AWNINGS

We also make a specialty of Awnings for Offices and Warehouses. We use the highest grade of striped duck of the very best weaves and colors.

Send sizes of window for prices AGENTS WANTED

ACT AT ONCE OR THE SUMMER WILL BE GONE

WM. BARTLETT & SON

20 Adelaide St, West, Toronto

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

How to Save Money in Fencing

"IGEL" BARB WIRE

Ordinary Long Barbed Wire is DANGEROUS
Many valuable cattle have been ruined
by Long Barbed Wire
"IGEL" Short Barbed Wire is NOT DANGEROUS, quite as effective, and Cheaper.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerke, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal.



UPSIDE DOWN

or any other way you will find that the

DILLON HINGE STAY FENCE

will stand the test. Every time you put a severe strain on the wires of the ordinary fence—the fence is lowered and disfigured.

With the hinge stay there is no injury to the strand wires as the fence gives at the hinges and it is impossible to bend the stays. Its attractions are the quality of wire, hinge in the stays and prices.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

L. E. DUBUC

MANUFACTURERS' AGENT

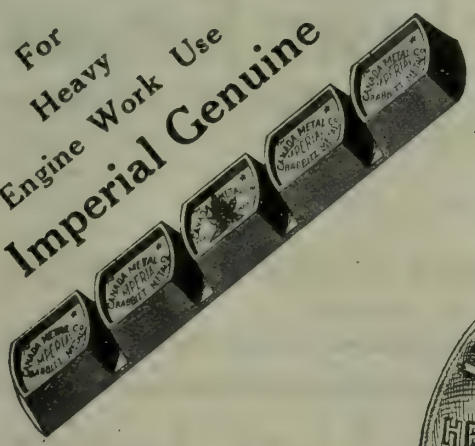
of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

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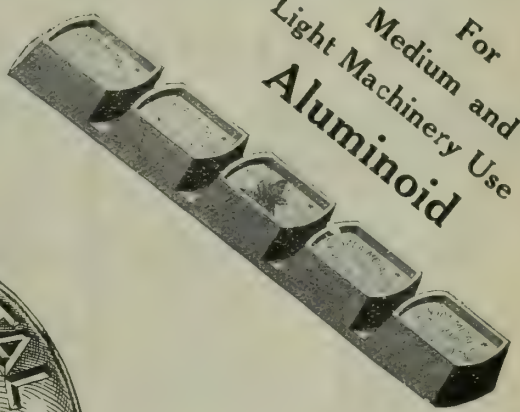
Three Specials

Manufactured by

For Heavy Engine Work Use
Imperial Genuine



For Medium and Light Machinery Use
Aluminoid





For All Ordinary Machinery Requirements

The Result of 20 Years Experience

The Canada Metal Co., Ltd., Toronto

John Canuck Licked Uncle Sam

In the manufacture of Electric Dry Cells.



Canadian XCELLS are better than any imported Dry Battery.

They certainly show NINE LIVES.

SHE NEVER SLEEPS, THE BLACK CAT.

Dealers who handle XCELLS make money.

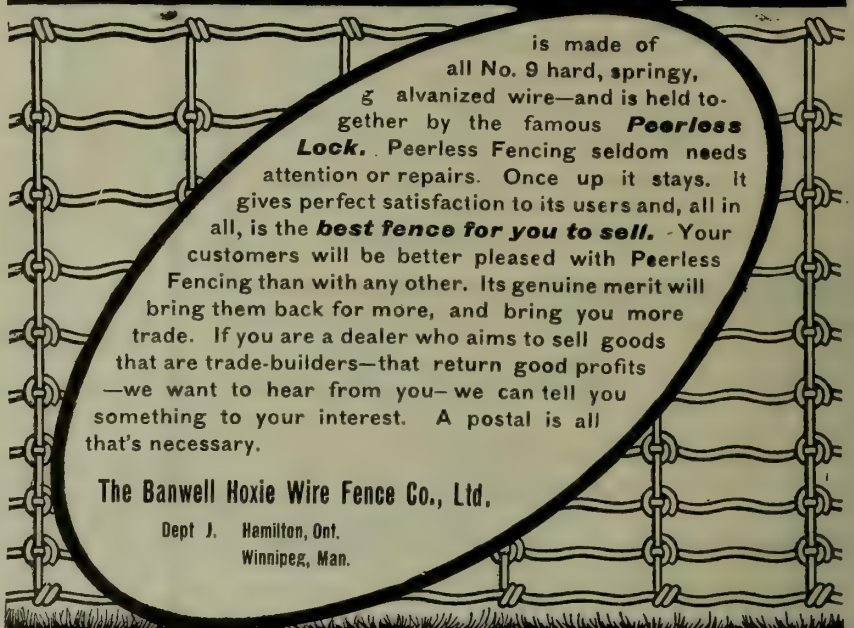
Prompt Shipments from FRESH stock.

Write US for prices.

LEWIS BROS., Limited
Montreal

The house which handles satisfactory goods only.

PEERLESS
The Fence that saves Expense

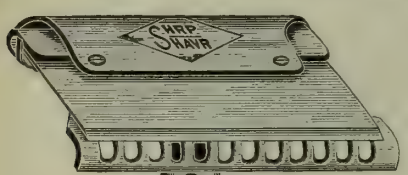


is made of all No. 9 hard, springy, galvanized wire—and is held together by the famous ***Peerless Lock.*** Peerless Fencing seldom needs attention or repairs. Once up it stays. It gives perfect satisfaction to its users and, all in all, is the ***best fence for you to sell.*** Your customers will be better pleased with Peerless Fencing than with any other. Its genuine merit will bring them back for more, and bring you more trade. If you are a dealer who aims to sell goods that are trade-builders—that return good profits—we want to hear from you—we can tell you something to your interest. A postal is all that's necessary.

The Banwell Hoxie Wire Fence Co., Ltd.
Dept J. Hamilton, Ont.
Winnipeg, Man.

STRONGER
Than Stock-Weather and Wear

SHRP-SHAVR SAFETY RAZOR





25c.

There is no better razor sold at ANY PRICE

We do it to Sell our Blades

Sold under a positive guarantee. Your money back if you want it.

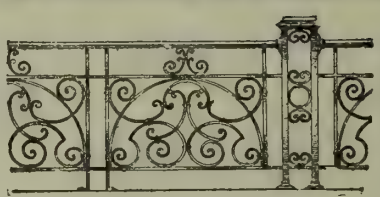
Shrp-Shavr Razor Co
Smih Hardware Co., Limited
2 & 4 Lemoine Street
Montreal, Canada

We sell it at 25c to create a quick and large market FOR OUR BLADES because we make the BEST blade. In fact, "it's all in OUR BLADES." The profit to the retailer as well as to the manufacturer is in the continuous sale of blades.

The frame or blade-holder is beautifully SILVERPLATED, and the adjustment is absolutely correct. It fits the face. The blade can be adjusted or released instantly. But you don't shave with a razor frame whether it costs $5.00 or 25c., the blade is the thing.

Our proposition is a revelation and revolution in safety razor selling. The SHRP-SHAVR is the ORIGINAL 25c. RAZOR.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.



Lawn Fences
ORNAMENTAL IRON AND WIRE

We have a new catalogue of new and handsome designs and a new departure in prices that secures orders. Now is the time for business. Write for particulars and terms to dealers.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO



Martin's Store Ladder
Low Down High

For all merchants that carry merchandise on shelves enquire of E. R. BASE, Toronto

A Few Testimonials

Rockford, Ill., May 27, 1908.

Mr. S. B. Martin, Dalton, Ohio,
Dear Sir,—Ladder is very satisfactory—the new track holds up and were we fitting a "string of stores" we should place your ladder in each one of them.
Very truly,
Hunter Hardware Co.

Toronto, Ont., Sept. 28, 1908.

Mr. S. B. Martin, Dalton, O.
Dear Sir,—We are well pleased with the "Low-Down-High" Ladder you installed in our warehouse some weeks ago. We find same works very easily and smoothly and makes the work of filling orders from the shelves a very easy matter compared with the old style of ladders. We will be glad to receive quotations for Ladders for other parts of the Warehouse.
Yours truly, T. Woodbridge & Co.

GREENING'S

GREENING'S



PATENT

COW

TIES

These Cow Ties have stood the test for years.
Undoubtedly the best and strongest on the market.
It will pay to handle only the best.
A complete line of all sizes ready for shipment.

FOR SALE BY ALL JOBBERS.

THE B. GREENING WIRE CO.,
Limited,
HAMILTON, ONT. MONTREAL, QUE.

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf

THE
STANDARD CANADIAN
COW TIE
(NIAGARA PATTERN)
MADE ONLY BY THE
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

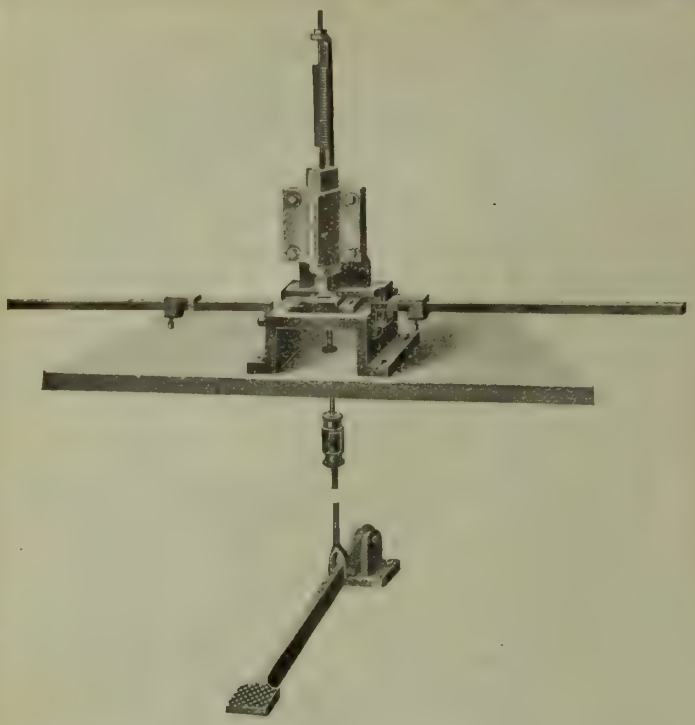
ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.

Wire Nails
Wood Screws
Bright Wire Goods

If your stock of any of the above is getting low, make up your specifications now. We have a complete stock and can make prompt shipment.

Always specify for "Dominion" goods.

Dominion Wire Manufacturing Co., Ltd., Montreal



Every Tinsmith

should have one of our NEW STYLE notching machines. They are specially adapted for notching the sections of pieced sheet metal ware, for cutting corner and hinge notches for square boxes, and other similar work. Is operated by treadle and will cut through several thicknesses of tin at one stroke. Is STRONG and EASY to operate. Write for price and further particulars. We manufacture:

TINSMITHS' TOOLS

SHEET METAL WORKING TOOLS

PRESSES, DIES, CANNING MACHINERY

THE BROWN, BOGGS CO., Limited,
HAMILTON, CANADA



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.

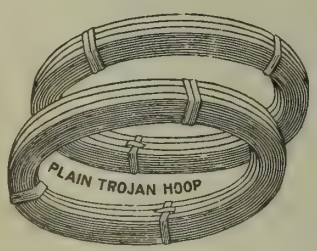


Dana
Food Chopper



Dana Mop Wringe takes a Woman off her knees

THE DANA MFG. CO., CINCINNATI, O.



Write for Samples.

Oil Finish Trojan — Cold Rolled Hoop Iron

Put up in rolls of 2000 feet continuous, packed in barrels of about 500 lbs. each, ½ inch runs 40 feet to the lb. full, other sizes in proportion. Galvanized Hoop ½, ⅝, ¾ and 1 inch. Gauges 26, 27, 29, in rolls.

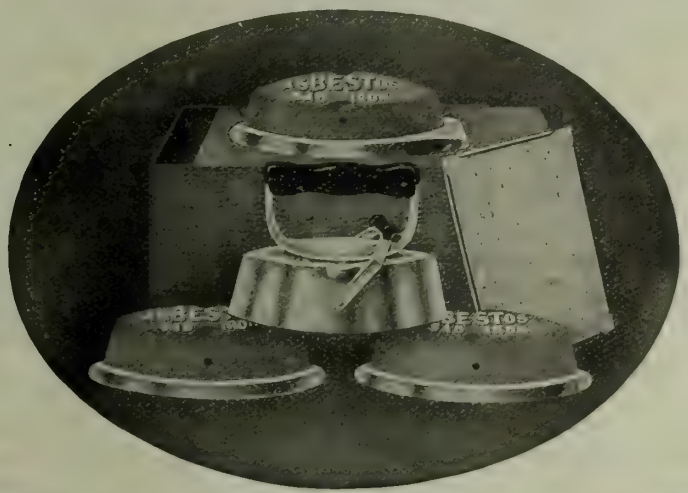
43 Scott Street
Toronto

J. N. WARMINTON

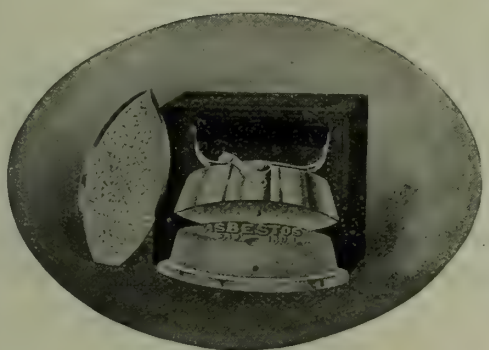
207 St. James St.
Montreal

Four Fetchers

Here are four numbers of Asbestos Sad Irons that will open up new channels of sales and profits.



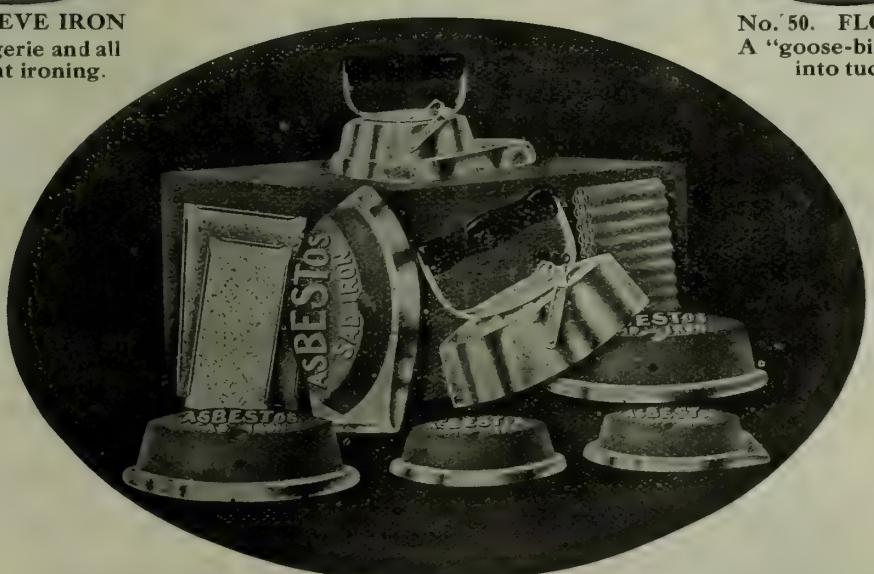
No. 100. LAUNDRY SET
Has a very useful polishing iron with square, rounded heel and a fine broad surface.



No. 40. SLEEVE IRON
For laces, lingerie and all kinds of light ironing.



No. 50. FLOUNCE IRON
A "goose-bill" iron that reaches into tucks and ruffles.



No. 196. HOUSEHOLD SET
The complete ironing outfit; contains a heavy pressing iron, two regular laundry irons, a Flounce, a Sleeve, and a small Polishing iron, with two handles, two stands and a waxer.

If your stock of Asbestos Sad Irons does not include the four numbers shown above, it will pay you to order a few of each right now from your jobber.

The Dover Manufacturing Company

CANAL DOVER . - - - - - OHIO, U. S. A.

Known All Over Canada

DIAMOND BRAND FITTINGS

These fittings stand for three things and they are perfection, quality, uniformity. You never find imperfect threads, sand holes or poor material in this brand which bears the trade mark of "the diamond."



WHOLESALE ONLY

Oshawa Steam & Gas Fitting Co., Ltd.

OSHAWA, CANADA

NEW YORK ST. LOUIS

TRADE SECRETS IN MIXED METALS

No. 1. We may not be revealing one of them when we say a most important part of the mixture is brains.

No. 2. Owing to the nature of the business a buyer's best safeguard is to deal with an absolutely reliable house.

QUALITY, INTEGRITY and ENTERPRISE.
These are our foundation stones.

HOYT METAL COMPANY

72 Don Esplanade, Toronto

Largest Manufacture s of Mixed White Metals in theWorld.

BABBITT METALS, SOLDERS, TYPE METALS, CASTING METALS, SPECIAL ALLOYS

CHICAGO Write for descriptive catalog and prices. LONDON

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

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District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

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ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

TENTS

All sizes and styles, made of the highest grade duck, kept in stock, and made to order. Prices on application.

Awnings, Sails, Flags
Made on the Shortest Notice.

Thos. Sonne, Sr.

Phone M. 1161 193 Commissioners St., Montreal



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

CORN AND BEAN PLANTERS



King of the Field, the best hand planter made. Triumph, the cheapest good planter. Step Ladders. Curtain Stretchers. Folding Ironing Boards. Folding Clothes Bars.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE ONTARIO

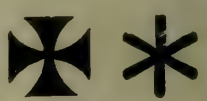
JOSEPH RODGERS & SONS, Limited
SHEFFIELD, ENG.

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1692

Sole Agents for Canada

James Hutton & Company
Montreal

DISSTON

SAWS, TOOLS AND FILES

MADE
SOLD
USED

On Merit

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE

DISSTON BRAND

SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS



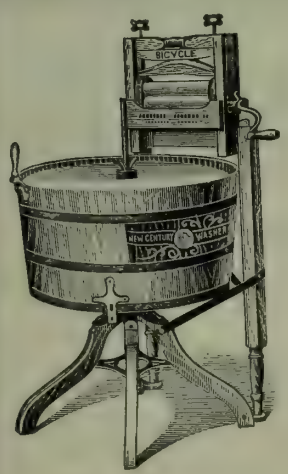
HENRY DISSTON & SONS

INCORPORATED

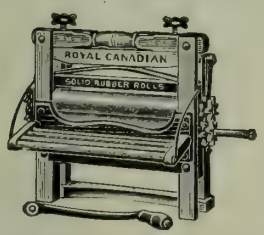
Keystone Saw, Tool, Steel and File Works PHILADELPHIA, PA.

CANADIAN WORKS: 112 Adelaide St. East, Toronto, Canada

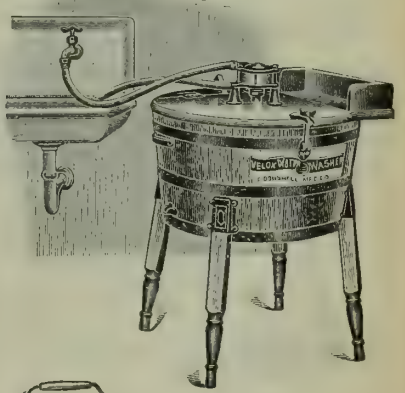
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Up-to-the-Line



Minute Be



YOUR MASCOT

FOR THIS SEASON



THEY ARE

TRIED AND TRUE

AND NEVFR FAIL
TO BRING

BIG RETURNS

Tell us what you are in the market for

WE HAVE 'EM



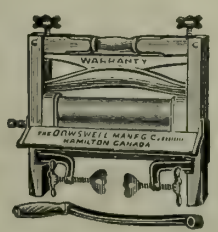


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THE

Dowswell Mfg. Co.

Limited



Hamilton

Canada





Auto Spray

Compressed-Air Automatic

Best hand sprayer made. An absolute necessity for every farm and garden; will repay its cost in one season for potatoes alone. Invaluable for spraying cattle, outhouses, trees, shrubs, applying cold-water paint, whitewash, etc. Saves time, labor and material. A boy can do the work. Will run automatically for 6 to 10 minutes. Valuable improvements on 1909 Model.

CAVERS BROS.

Manufacturers, - GALT, Ont.

KLEANOL

METAL POLISH

MAKES GOOD

As a polishing liquid it can't be beat.

As a money maker for the dealer it surpasses all others.

NOVELTY IMPORT COMPANY
103 Church St.
TORONTO : ONTARIO

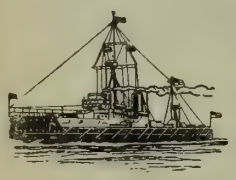
NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Registered Trade Mark

The Celebrated "Dreadnought" Milling File

A substitute for Files which is revolutionizing File Work. A great cost reducer; a simple and radical improvement on the ordinary style of hand files; it cuts from 300 to 500 p.c. faster than an ordinary file; it is self cleaning; it can be sharpened four times; it cuts equally well all metals, also wood and marble; its cutting edge outlasts from five to ten ordinary files; although practically a rasp, it leaves the surface smooth. N.B.—The Dreadnought is adaptable to every job in which ordinary files can be used, expediting the work and doing it better, and for numerous jobs usually milled in machines. Gold Medal, Franco-British Exhibition, 1908. Gold Medal, International Exhibition, Madrid, 1907



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St.

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Excello Power Washer



The "EXCELLO" will wash for you.

CITY WATER runs it while you rinse and hang out.

EXCELLO POWER WASHER

IT saves your time and strength so that you can iron the same day. Pays for itself many times over by its saving on the clothes.

The "EXCELLO" will turn out your washing with less labor, in less time and in better condition than is possible any other way.

The "EXCELLO" MOTOR IS placed exactly CENTRAL over LOAD, a result we secure by the novel construction of our device; the cylinder moves instead of the piston, which is the reverse motion commonly used on all motors.

We will furnish MOTOR with all connections separate from tub to those who own HAND POWER machines.

TRY US OUT.

Write for Booklet and Prices.

Excello Specialty Co.

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Builders' Hardware Manufacturing Business

WELL EQUIPPED PLANT, COMPLETE WITH DIES, TOOLS, ETC.

Adjacent to the City of London
Taxes Low

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The CARTER-CRUME CO., Limited
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CHILLED SHOT.

ABBEY IMPROVED CHILLED SHOT COMPANY, LIMITED
Sole Manufacturers of Improved Chilled Shot and Makers of Hard and Patent Shot
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Samples sent on application
Before buying elsewhere send for our prices

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.
BALL BEARINGS
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Wiebusch & Hilger, Limited, special New York representatives. 106-110 Lafayette Street.

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X CELLS are the only Dry Cells which show NINE LIVES.
You'll make money in handling them. All standard sizes.
Electrical Specialties, Limited
TORONTO

HORSE POKES.

SURPRISE PATENT HORSE POKE
The only Poke that will stop a Horse
Ask your Jobber, or Write
JAMES & REID, Perth, Ont.
SOLE MANUFACTERERS
Write us for feed cooker and steel ladder Catalogue.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St - - - - Birmingham

GALVANIZING.

GALVANIZING.
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

HARDWARE SPECIALTIES



Headquarters for Sprayers
Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.
Manufactured by
THE COLLINS MFG. CO., TORONTO.

MANUFACTURERS' AGENTS.

COULSON AND BLAIKIE
Manufacturers' Agents
459 St. Paul Street : : Montreal
We are open at any time to receive propositions from first-class manufacturing firms who wish to be represented in Canada.
Our connection is with the Wholesale Hardware Trade

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WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
PHONE 159
P.O. BOX 257
SASKATOON, Western Canada

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PORTABLE OVENS.



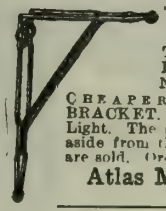
BAKERS' OVENS
Cut shows the "Hubbard" Patent.
There's good money supplying the local baking trade with our line of Baker's supplies.
Write us for prices.
The Warren Mf'g Co., Limited
Toronto, Ont. Phone M. 274

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Are you interested in any of the lines that are advertised?
A postcard will bring you price list and full information.
Don't forget to mention HARDWARE AND METAL.

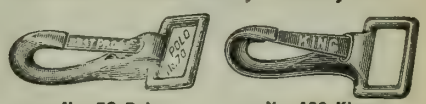
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SNAPS.

COVERT MFG. CO., TROY, N.Y.



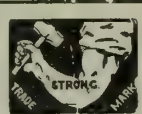
No. 70 Polo
The Steel Spring Snap that has a "snap."
No. 400 King
The Snap without a peer.

STEEL TANKS.

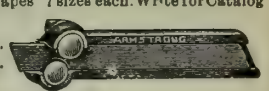


Steel Tanks
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co.
TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes 7 sizes each. Write for Catalog
Armstrong Bros. Tool Co.
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CHICAGO, U.S.A



WIRE SOLDER

WIRE SOLDER
All Sizes
Write for Prices.
THE CANADA METAL CO., LIMITED
Toronto.

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
7 Pontiac St. - Montreal

When writing advertisers kindly mention having seen the advertisement in this paper.

GARBAGE CANS

WITH GALVANIZED STEEL BODIES AND SEAMLESS COVERS

Designed and Construoted to Give the Greatest Amount of Strength at Points of Greatest Strain



Two Sizes, with Wood Side Protectors

Nos.	400	500
Dimensions inches	17 x 25½	18 x 36

Three Sizes, without Wood Side Protectors

Nos.	30	40	50
inches	14 x 21	17 x 25½	18 x 36



THE "ARROW" CAN

Two Sizes

No.	1	2
Inches	15 x 24	17 x 24

With or without covers



THE "REGULATION"

One Size Only

No. 4, inches 14½ x 20¾

With six wood side protectors



Three Sizes

No.	1	2	3
Inches	12½ x 13¼	14 x 15	15 x 17

Supplied with bail and back handles

These cans are heavily galvanized inside and out after parts are assembled and made up. This is a very important feature as it prevents rust and corrosion from eating out the bottoms.

FULL DESCRIPTIVE CIRCULAR AND PRICES FURNISHED ON APPLICATION

THE THOS. DAVIDSON MFG. COMPANY, LIMITED

MONTREAL AND WINNIPEG

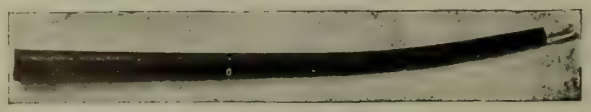
LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

ATTENTION!

The HERCULES reinforced shaft splice is the best adapted and the strongest and simplest for repairing broken shafts on the market.



A Post Card sent to us will give you all information.

THE HERCULES SHAFT-SPLICE CO.

STRATFORD ONTARIO

BLACK JACK

BEST FAMILY POLISH MADE

TRY IT



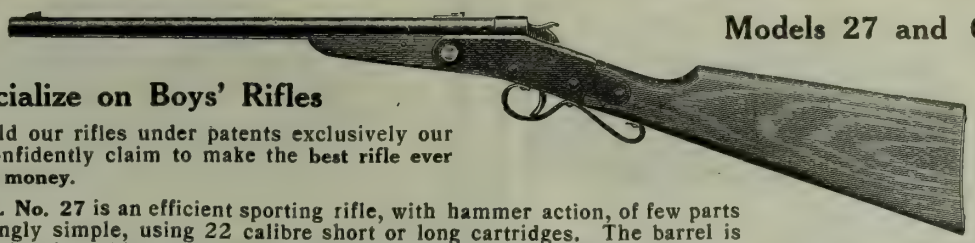
SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

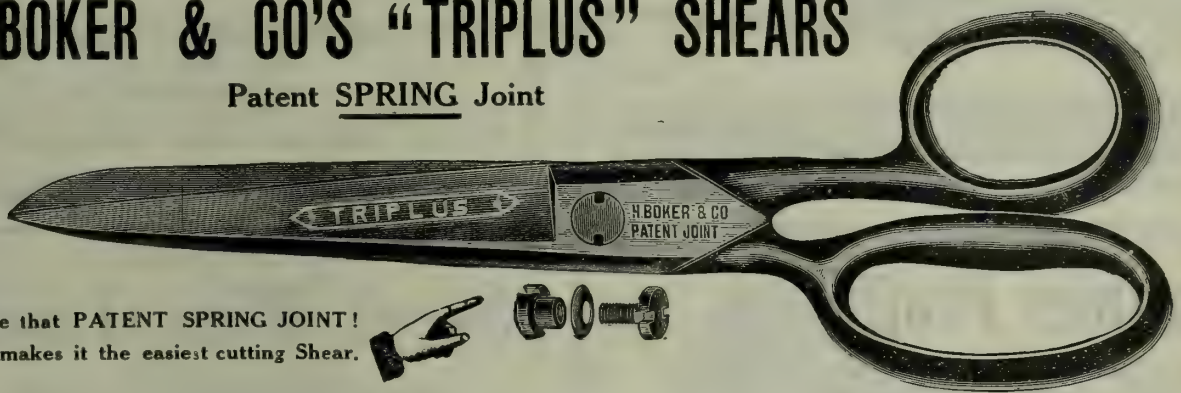
Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

THE NEWEST THING ON THE MARKET!

H. BOKER & CO'S "TRIPLUS" SHEARS

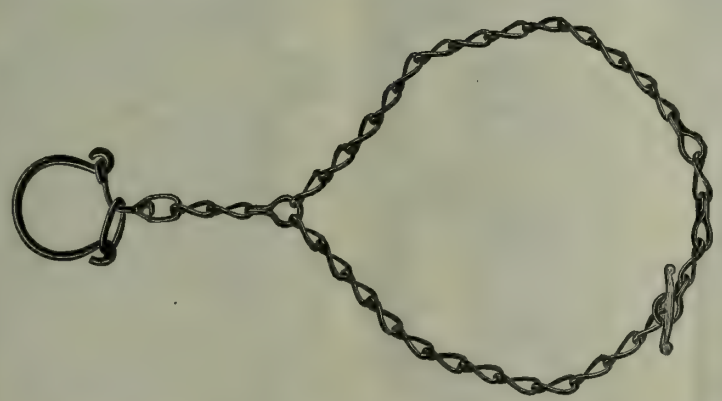
Patent SPRING Joint



See that PATENT SPRING JOINT!
It makes it the easiest cutting Shear.

These patent spring joint Shears are adjusted to give the cutters an absolutely even pressure, which will make them last longer than three regular style shears of the same grade. A trial will convince you.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

JAMES HOWARTH & SONS, LTD.

Broomspring Works, Bath St., Sheffield

CORPORATE MARK

MANUFACTURERS OF



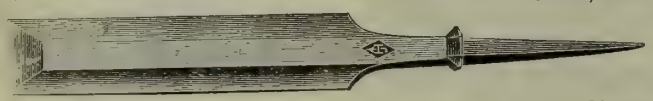


Granted by the Cutlers' Company

Edge & Joiners' Tools,



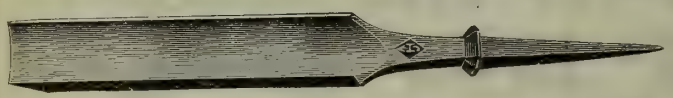
Saws, Files,



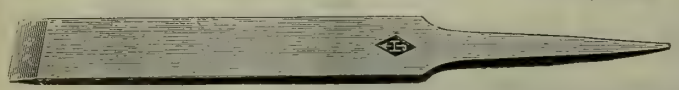
Augers, Skates,

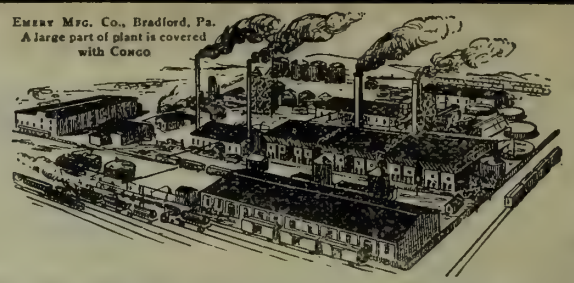


Garden



Shears.





Emery Mfg. Co., Bradford, Pa. A large part of plant is covered with Congo

CONGO NEVER LEAK ROOFING

THE GUARANTEED ROOFING

One of the most attractive features about Congo is that you get a genuine Surety Bond with EVERY ROLL. This Bond is issued by the National Surety Company. EVERY roll of 3-ply Congo is guaranteed for a period of TEN YEARS if printed directions are followed.

Thus the buyer is protected for a long time by the strongest guarantee ever issued, backed by a Surety Company whose bond is as good as the Government's.

That Congo is made of the right stuff—durable and lasting, is attested to by the fact that the Surety Company was willing to back it, and for so long a period.

Congo is really a better purchase than ever before.

In addition to the Surety Bond, we furnish with every roll GALVANIZED CAPS, instead of the tin caps or nails supplied by others The galvanized caps can't rust or bend or break. Liquid cement is also furnished free.

We mean to get the roofing trade of the country and think these SPECIAL FEATURES will come pretty near landing it.

Send to-day for free Sample of Congo and a copy of the Guarantee Bond.

UNITED ROOFING AND MANUFACTURING CO.

PHILADELPHIA, PA.

Successor to BUCHANAN-FOSTER CO.

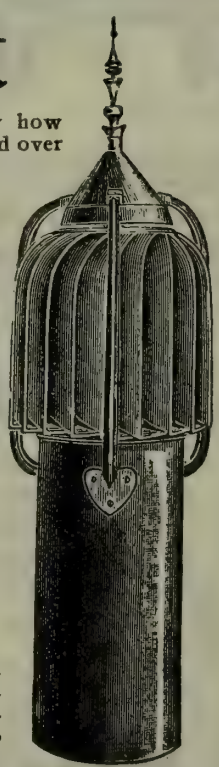
H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal., Mechanics Supply Co., Quebec: S. Hayward Co., St. John, N.B.; Geo. E. Smith & Co., Halifax, N. S.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, Dec. 2, 1905

J. W. Harris Mfg. Co., Ltd.,
Montreal.

Dear Sirs,—

We have been using several of your "J. W. Harris Rotary Ventilators" for the past five years, and we are glad to say that they work very well and answer to all the purposes for which we have bought them.

They have always given satisfaction.

Yours truly,
H. GODIN, General Manager.
—*La Presse.*

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. Harris Mfg. Co., LIMITED

General Contractors and Manufacturers

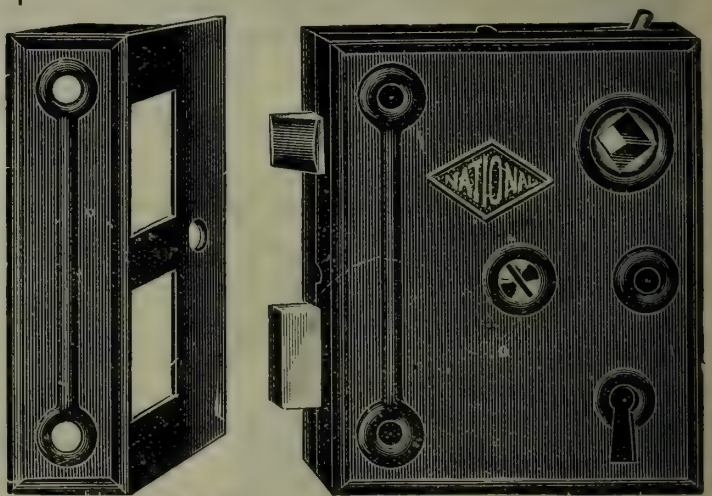
MONTREAL

Are You Selling

Steel Rim Locks?

Here is a sample of one of our leading lines, known as Dominion No. 3,800. It is the strongest, safest lock on the market. : : : : :

ASK FOR THE NATIONAL BRAND—MADE IN CANADA



Order from your jobber

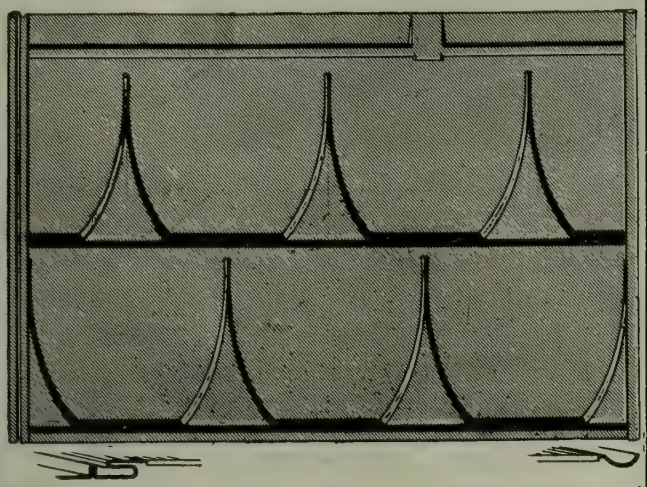
NATIONAL HARDWARE CO., LIMITED

ORILLIA ONTARIO CANADA

"Crown" Patent Steel Shingles

LOCKED ALL ROUND

Are laid as easily and quickly as our patent cleat shingles, which have a wide reputation, and the price is no higher. The new principle is perfect and yet simple. We guarantee this shingle absolutely wind and weather proof. Send for free sample, then experiment with them. Your opinion will be that there is nothing just as good.



Write for our Price List

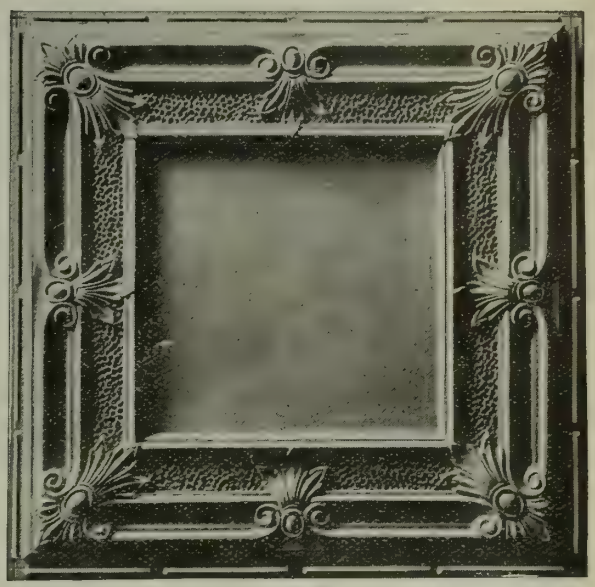
McFARLANE & DOUGLAS, LTD.

"Crown" Cornice Works

250-260 SLATER STREET, - - OTTAWA

We have Always Protected the Trade

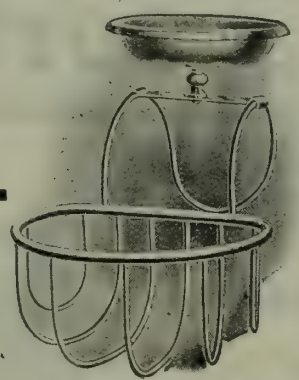
METAL CEILINGS



This Louis XIV. Plate is in exceedingly good taste. You can recommend it with pride to people who want something *different*. It is new and exclusive. Just the thing for a lodge room or hall.

If you do not yourself erect metal ceilings remember that our skilled mechanics are at your service.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL



Are you carrying our attractive lines of

Soap and Sponge Holders?

We make many beautiful nickel-plated sets for bathrooms in a variety of dainty designs and artistic patterns.

Get our Catalogue



Get our Quotations

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto.



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By

WALTER D. MOODY

¶ Mr. Moody analyzes the science of his profession with precision.

¶ He indicates the weak points which the salesman is heir to.

¶ He suggests ways to overcome them.

¶ He shows how to cultivate the essential qualities of a salesman.

¶ His title to proficiency in this subject is backed by an abundance of native business acumen, ripened by Twenty years of observation and experience as Travelling Salesman, European Buyer, Sales Manager and Employer.

¶ He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.

¶ While the supply lasts we will mail a cloth bound copy of "Men Who Sell Things" to anyone sending us one new paid-in-advance subscription to this paper.

THE MacLEAN PUBLISHING CO.

Subscription Department

TORONTO - CANADA



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
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Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at

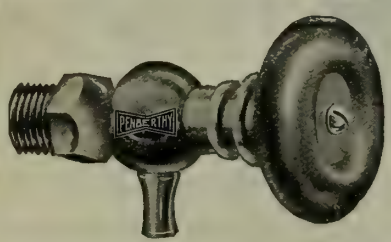
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MONTREAL **WINNIPEG**
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Canadian Sales Agents
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TORONTO, ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Penberthy Gage Cocks will last longer than any other make.





They are made of the best steam metal, and all of the stems have compression seats.

If you desire the best, specify "Penberthy" when you order.

Stocked by all leading jobbers.

Manufactured by

Penberthy Injector Company, Limited
Windsor, Ontario

PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Bone Cutters

This is a favorite size. We make other sizes, from

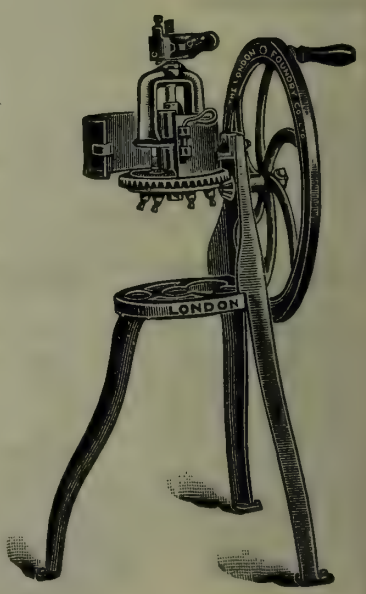
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Wideawake Dealers

Here is your chance to get a lot more business—sell Genasco Ready Roofing.

Much of the work has been done already and we have paved the way for you to gather in the profits.

We have created a big demand for Genasco a'l over the country by our vigorous campaign of national advertising. We have been telling YOUR customers why Genasco is the roofing for all their buildings.

Ready Genasco Roofing

(MINERAL AND SMOOTH SURFACE)

is made of Trinidad Lake asphalt. It is nature's everlasting waterproofer and weather-resister. It gives Genasco the life that lasts, and makes it the most economical roofing you can buy.

Your customers know this and they simply need to know you sell Genasco, for you to get their roofing trade. Dealers everywhere are making money out of Genasco. Why shouldn't you?

Write to-day for samples and full information.

Genasco Roofings are backed by a thirty-two-million-dollar guarantee.

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

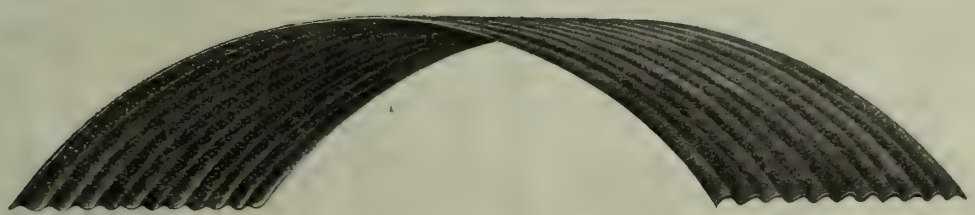
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.
Roofers' Supply Co., Ltd., Bay and Lake St., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal
J. H. Ashdown Hdw. Co., Winnipeg, Manitoba



"Galt" Corrugated Galvanized Sheets

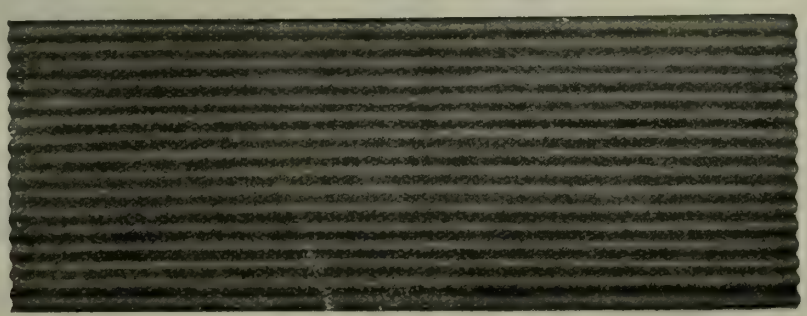
See us before purchasing these goods.
Large stock carried in all gauges and sizes.
Redcliffe Sheets only used in the manufacture of our Corrugated Iron. Flat or Curved.
Special prices on carlots or season's requirements.

The Galt Art Metal Co., Ltd., Galt, Ont.

Vancouver
Morrison and Morrison

Winnipeg - - Dunn Bros.

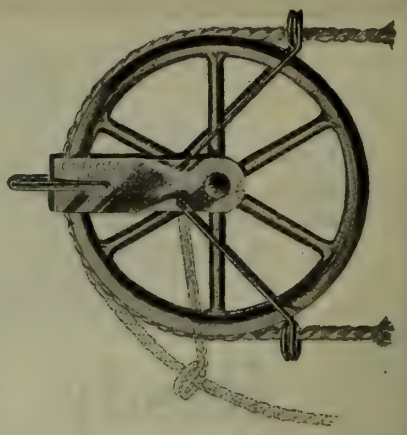
Calgary
Standard Supply Co.



You Can Please The Women

With the

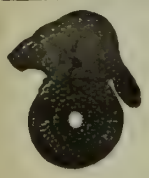
"Rollston Easy" Pulley



It makes the work of hanging out the clothes easy and has many advantages over smaller pulleys. It is made in two finishes—galvanized and japanned—it is a sure seller and an article that you can successfully push.

Write for terms.

The C. S. Rollston Hardware Specialty Co., Vancouver, B.C.



New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y.
CANADIAN OFFICES: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

TWO IN ONE



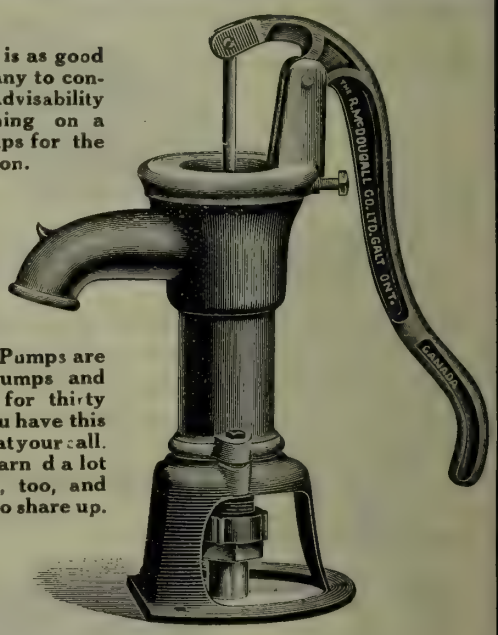
Here is a combination wrench that is equally good on nut and pipe work. It saves the mechanic from the need of carrying two wrenches in his kit. This is the wrench that up-to-date mechanics will buy on sight.

WRITE FOR OUR CATALOGUE.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass.

About now is as good a time as any to consider the advisability of determining on a line of Pumps for the coming season.

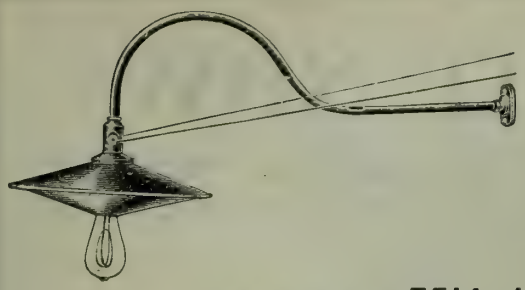


McDougall Pumps are Standard Pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up.

Remember "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

Galt, Canada LIMITED



Out-Door Lighting Specialities

Fixtures and Street Hoods

WHICH ARE UP TO DATE IN EVERY DETAIL.

We are also prepared to quote you on any special street fixture.

TELL US YOUR REQUIREMENTS

The R. E. T. PRINGLE CO., Limited

Montreal - - - - - Winnipeg



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



NO TANG TROUBLES

When You Use The

"Norka" Two Grooved High Speed Twist Drill

(THE DRILL WITHOUT A TANG)

because in making the Drill a piece of the stock is left untwisted and serves as a shank.

The Drill is held in the chuck by a pair of jaws, fitting the grooves of the shank perfectly and securely locked.

This Drill is twisted while hot from "W. & B." High Speed Steel, therefore the grain of the steel is not disturbed in any way, consequently the Drill has great strength.

Tempered by our special process and ground to size.

Write for Catalogue No. 72—shows all "W. & B." High Speed Tools.

TRADE MARKS W&B

The Whitman & Barnes Mfg. Co.

Canadian Factory and Sales Office: St. Catharines, Ontario



BANNER TRADE MARK.

DO IT NOW

By placing your orders **NOW** for **"BANNER"** Cold Blast Lanterns, you insure yourself against being short of them when they start to sell.

"BANNER" C. B. Lanterns

have the reputation, because they are **HEAVY, WELL MADE,** and have many points of **SUPERIORITY.**

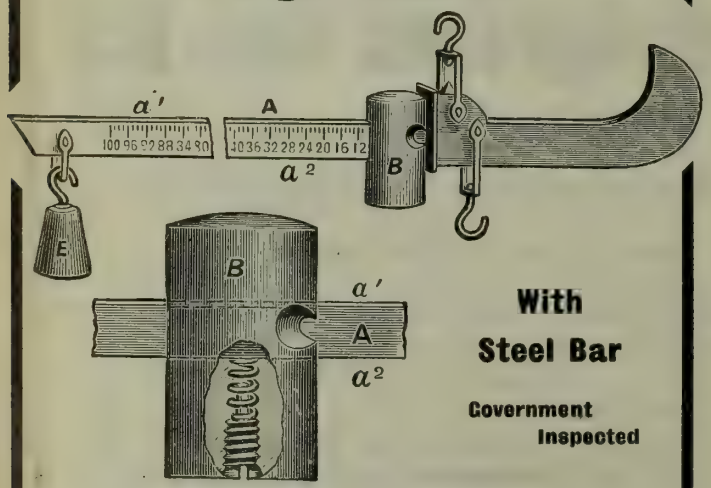
YOUR JOBBER HAS THEM.

Manufactured by

Ontario Lantern and Lamp Co., Limited

Hamilton, Canada

Imperial Standard Scales Weigh Beams



With Steel Bar

Government Inspected

Made to suit every requirement. Capacity from 25 lbs. to 2000 lbs. Plain or Galvanized, Single or Double Hooks.

Made by

The Burrow, Stewart & Milne Co., Ltd

Hamilton, - Ontario



The **AYLMER**

Double Cylinder Double Acting Hand

Force Pump

Only pump made that has no leather or rubber valves and requires no packing of any kind.

This pump has two individual cylinders working alternately and therefore throws a continuous stream and makes a wonderful hand force pump for all purposes.

All lines of Pumps and Scales always in stock.

Write for Catalogue and Prices.

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
THE ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



The Economy

This is the newest and most attractive Steel Cook made in Canada.

It has an ideal fire box fitted with heavy cast iron linings and heavy duplex grates.

It has a drop oven door, the frame of which is nickelled as well as the medallion on the oven door.

It has a cast iron reservoir end, which gives it a finished appearance.

It is fitted with either a galvanized or copper reservoir as desired.

This stove shows more class, and has more special features and selling points than any other stove in its line.

SPECIALS
We also furnish it with a cast iron hearth with bracket, and nickel band on the top.

PRICES
The price to the trade makes it the best stove proposition which you have had for some time.

Correspondence invited, and catalogs for stoves and furnaces will be mailed upon request

The Down Draft Furnace Co., Limited

Galt Ontario Canada

Service: STABILITY--McClary's

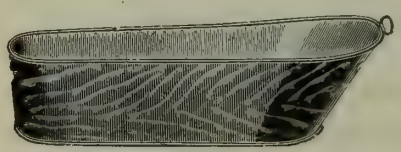
Water Coolers



The compartment of this line is made of galvanized iron. Space between water compartment and inside body, filled with non-best-conducting material. Nickel plated tap of durable make.

Children's Baths

Oval oak grained with heavy wired edges. With Summer Resorts looming into prominence, trade will hum in this line.



¶ By experience, by location, by plant, we are epuipped to handle your TINWARE NEEDS.

¶ Seven and a half acres of plant enable us to do big things in the way of output.

¶ Sixty-two years' experience qualify us to say, we have the "last word" in scientific tinware making.

Filling Orders is no trouble to us.

Sprinklers



with cleanable zinc Roses. Made in a variety of sizes.

With the coming of grass, comes the need of Sprinklers. A window display of McClary's will bring its own reward.

Garbage Cans



Here we show our new line—a strong heavy galvanized band with patent removable protector.

Supplied with or without covers. Made in three sizes.

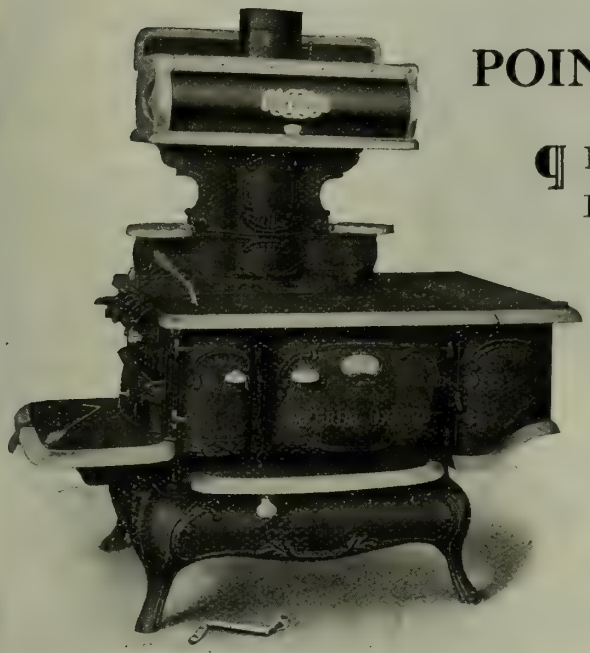
Think over Trade Possibilities in These Lines then Write

McClary's

London Toronto St. John Montreal Hamilton Winnipeg Calgary Vancouver

THE IMPERIAL-OXFORD RANGE

"THE BEST THAT'S MADE."



POINTS TO MEMORIZE ! !

¶ New reversible grate, with interlocking teeth.
Divided flue strip—perfect oven heat.
Oval fire-box---no corners for clinkers to lodge in.
Removable linings and grate---burns coal or wood.
Nickelling lifts off---easy to keep clean.
Automatic hearth---saves ash spilling.

Gurney Foundry Co., LIMITED.

TORONTO

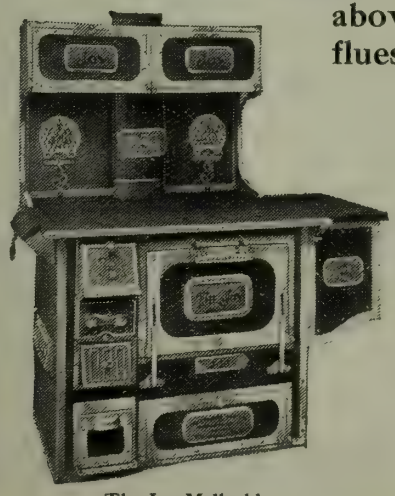
WINNIPEG CALGARY EDMONTON
VANCOUVER HAMILTON MONTREAL

When You Think of Selling a Stove

THINK OF

THE JOY MABLEABLE

It has many features, one of which is the low warming oven. We make all our ranges with low warming ovens, with a full-length door the same height as the ash-pan, with the clean-out door immediately above it. This feature enables the user to clean out the flues in the ash-pan quickly and easily without muss or dirt.



The Joy Malleable

These sizes are ready:

No 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.

Shipping Warerooms in Toronto, Winnipeg and Vancouver.

Send for Descriptive Matter and Quotations

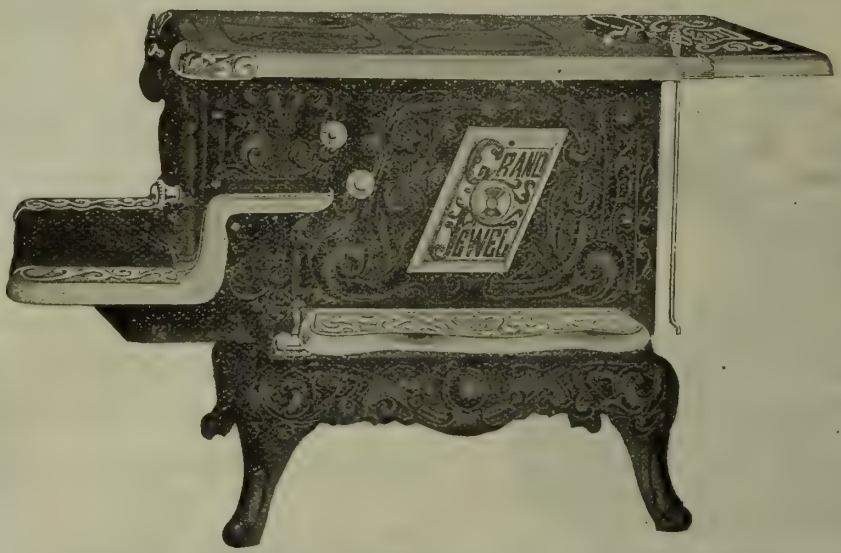
The Canadian Heating & Ventilating Co. LIMITED

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry & Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B .C.

Jewel Stoves and Ranges

Fitted with our New Combination Fire-Box for burning either Coal or Wood. No special Wood Linings required. When end plates are removed fire-box will take a stick of wood 24 inches long. Waterfront supplied when wanted. Size of Fire-box 19 x 8 x 10 inches.



Made in two styles, with or without Reservoir. The oven is made of One Piece Sheet Steel and is large, square and well ventilated. The top is made in four sections with four 9-inch pot-holes. The Centres are heavy and wide. Size of oven 20 x 20 x 13 inches.

GRAND JEWEL COAL AND WOOD COOK

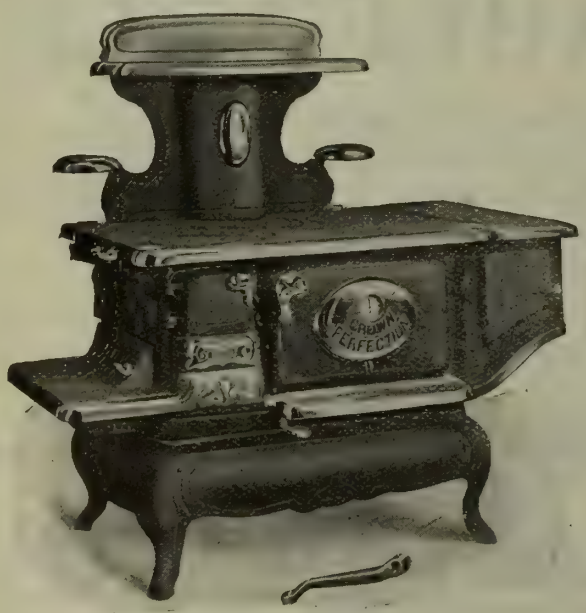
Once sold, always sold. **Jewel Stoves never come back.**

MADE BY

The Burrow, Stewart & Milne Co., Limited

HAMILTON TORONTO MONTREAL WINNIPEG AND VANCOUVER

CROWN RANGE



PLAIN, CLASSICAL DESIGN
RICH, SMOOTH FINISH

The CROWN has many good points of merit, viz:

LARGE DOUBLE WALLED OVEN
ALL LOOSE NICKEL TRIMMINGS
GOOD BAKING QUALITIES

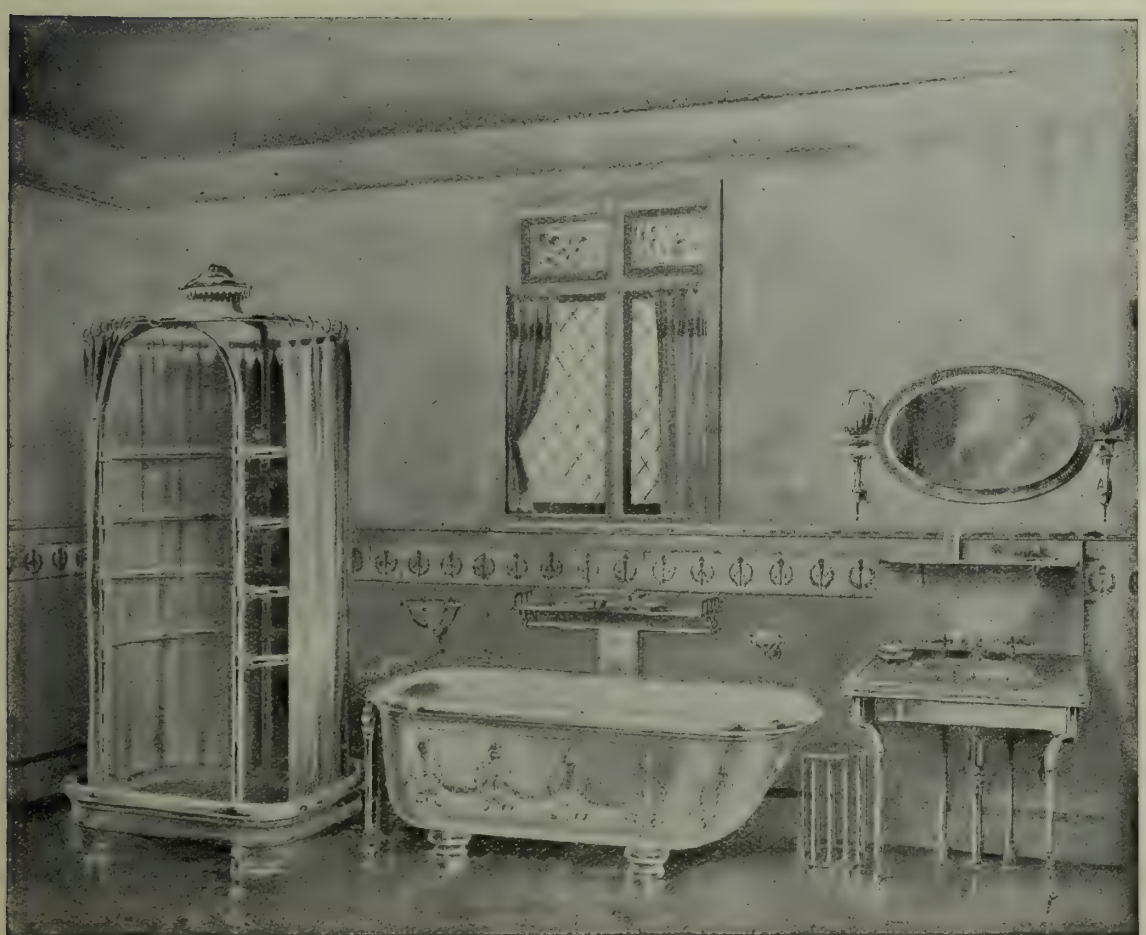
Send for Our Latest Stove Catalogue.
Our Prices Will Interest You.

The Jas. Smart Mfg. Co., Limited :: Brockville, Ont.

ANYTHING
IN
STEEL
OR
WIRE

We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL



THE DEMAND FOR BETTER
PLUMBING GOODS
IS INCREASING
YOUR CUSTOMERS WILL WANT THEM
OUR
PLUMBER'S BRASS WORK
AND OTHER LINES ARE NOTED FOR THEIR QUALITY

The JAS. MORRISON BRASS MFG. CO.
LIMITED
TORONTO

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

Kemp's Soup or Jelly Strainers

WITH TINNED WIRE BOTTOMS



WRITE
FOR
DISCOUNT



With Round Sauce Pan Handles

No. 1, Plain - - - - per doz., $4.45
No. 1½, Retinned, with feet - - " 6.70

With Side Handles

No. 4, Retinned, with feet - - per doz., $6.70
No. 5, Retinned, with feet - - " 8.90

Case lots, Nos. 1, 1½, and 4 - 12 doz. No. 5, - 6 doz.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Enterprise in Selling Metal Ceiling

A City of 18,000 Population Where Nearly Every Store Has Metal Ceilings—Any Hardwareman Can Do Almost As Well If He Goes After The Business Intelligently—Tin Roofs For Fire Protection—Methods Of Securing Trade Through Contractors.

The Hardware Trade. published at St. Paul, tells of a place near that city where but two or three stores in the entire city of 18,000 people are not covered with metal ceilings. This is simply because one local hardware man interested himself in pushing metal ceilings, with the result that he not only made very handsome profits in his business, but he did most of the work through the winter when outside work is very quiet. This single concern must have erected in the last five years considerably above a hundred ceilings in its own town.

Metal ceilings are clean, durable, economical and remarkably attractive. In fact, very few up-to-date stores are being erected now without them. The very best thought and artistic effort in the whole country has been expended in originating handsome designs in stamped metal and it is possible at the present time to get something very artistic in decorative material, where years ago only plaster and narrow boards could be considered. The first named is perishable and soils very easily and the last named is prohibitive on account of its expense and is also very inflammable.

Hardware merchants have an opportunity to develop business if they have the enterprise to grasp it. There are times when trade is dull, days when the proprietor or senior clerk can be spared from the store for a few hours without loss of trade. Why not, in such a time, make a canvass of the merchants in your town with a catalogue showing attractive designs of metal ceilings and roofings. The hardware merchant buys bunting and other material for window trimming or store decoration—why not suggest to the dry goods man that he improve his store by putting up a decorated ceiling.

A tour of the stores in town should result in a lot of business as well as in getting beter acquainted with fellow tradesmen. And what is said of making a canvass of the stores applies equally well to the property owners and farmers. Many buildings in town and outside need new roofing or siding and the merchant who is progressive enough to go out looking for this business is more likely to secure it than the dealer who sits in his store and waits for the plums to drop into his basket.

GIVE CONTRACTORS A COMMISSION.

E. K. Spinney, Yarmouth, N.S., has been very successful in developing sales of metal ceilings and walls in his district. As a jobber, he cannot make a direct appeal to the consumer other than to do all in his power to educate the master builders in his territory to the advantages of using metal goods. These he supplies with catalogues showing the materials and designs manufactured by the firms he represents and he finds this an effective method. He reserves them a commission on all goods they sell, and being interested financially in extending the use of the goods, they induce many customers to specify metal roofing, etc.

Another method he adopts is to enclose slips advertising goods in all invoices sent to customers.

Mr. Spinney says: "For an article that has become so popular and that is within the reach of people in moderate circumstances, the best advertisements come from the people who are using the goods themselves. They naturally discuss with their neighbors any new material of this kind and if it pleases and gives satisfaction, as this material apparently does, it induces other people to use it."

MONEL METAL IN CANADA.

B. & S. H. Thompson & Co., Montreal, are the Canadian agents for the monel metal sheets manufactured by the American Sheet and Tin Plate Co., Pittsburg. This new metal, which was recently described in Hardware and Metal, is causing a great amount of attention from sheet workers, as it possesses distinct advantages over copper sheets, especially so far as roofing is concerned. In sheet metal form alone its scope is a very wide one. Being a new metal there is naturally a paucity of general information on the subject, and the Canadian agents are willing to give information and furnish samples and prices of the product.

TIN ROOFS FOR FIRE PROTECTION

Just as the furnacemen have sent broadcast the information that the Collinswood, Ohio, disastrous school fire did not originate, as was at first reported, from the heating apparatus, all roofers should point out the damage from fire which could be avoided if tin roofs cover buildings, suggests the Metal Worker in a recent issue. This information should be impressively brought to the attention of intelligent men who are erecting buildings. This coupled with the fact that a lower insurance rate is given commonly on buildings having tin roofs should enable the tin roofer to secure the contract at a fair price even when competing with other roofing materials of lower cost. The facts are on the side of the tin roofer and he should cultivate the salesmanship which will enable him to present convincingly the information and secure the contracts. The tin roof has so many advantages when all things are considered that the roofers of the country should start this year in concert proclaiming its merits and protect the property of their customers while benefiting themselves. Whatever may have been the basis for the complaints of the roofers in the recent past, there still remain indisputable facts as to the merit of the tin roof which justify all efforts to extend its use in building construction.

SHEET METAL ROOF IN FIRE.

The protection afforded by sheet metal roofing in the event of a fire attacking a building on which it has been placed was shown recently at Norfolk, Va. The building was occupied by the Norfolk Veneer Co., and was covered by a high grade sheet-iron, No. 28 gauge. It is stated that there was considerable amount of salvage of machinery from the fire, which unquestionably there would not have been had not the building been provided with a sheet metal roof. Whole sheets of the roofing remained intact despite the flames and afforded a covering for such of the contents of the building as escaped destruction.

INTERESTED IN CANADIAN BUSINESS.

The Wheeling Corrugating Co., Chicago, Ill., one of the large independent concerns operating its own rolling mills at Wheeling, West Virginia, are developing a market in Canada for their varied products, which include all kinds of sheet metals and products, such as roofing plates, shingles, ceilings, conductor pipe, eave trough, galvanized and hollow ware. J. Torbit, who has the export trade in charge, is enthusiastic about the possibilities of Canadian development and states that his company's announcement in the spring number of Hardware and Metal, brought them in touch with some very desirable customers. According to Mr. Torbit, the United States Government specifies coke plates for roofing on all Government buildings, next to this being the old style tin roofing so long in use in the United States, and following this the more reasonably priced galvanized roofing.

Mr. Torbit intends spending his summer holidays in Canada this season.

A General Review of Conditions

An Address by A. C. Bartlett, of Hibbard, Spencer & Bartlett, Chicago, Before the National Retail Hardware Association—The Jobber's Side of Various Trade Problems Outlined.

The evolution of hardware, and the progress of its marketing have followed the same course of development from local home production to the wide range of exchange which has marked the general progress of civilization and better living in this and other countries. Crude utensils and implements have given place to well-made and highly finished tools and machines, and the early methods of barter are superseded by the newer methods of merchandising.

The hardware business began in the dark and dirty corner of the general store, emerged by degrees into daylight and lamplight of an approximate equality, and finally, adandoning its companions, started upon a career of its own, with a full-fledged hardware sign over the front door. The casual and superficial observer reaches the conclusion that the business is now engaged in a recessional movement, but a careful study of the conditions will warrant a different conclusion, that it is forging ahead—is making progress in the right direction.

The Tail Wags the Dog.

It is true that in the large cities the department store has made inroads upon the business which formerly went to the exclusive hardware establishment, but, on the other hand, the great bulk of the trade, represented as it is by the country retail merchants, has been extended and increased by added lines which, under previous allotments, belonged to other branches of merchandising. In other words, what was formerly considered the tail of business has begun to wag the dog. It has been discovered that not only can the hardware store be made more attractive in appearance, and therefore more readily and cheerfully visited by prospective buyers, if its stock and show rooms are not exclusively devoted to nails, barbed wire, pitchforks, strap hinges, screws, carriage bolts and kindred articles. Naturally, the more profitable lines are those which can be displayed in the front window, in glass cases, and upon a well appointed division of floor space, and which require the better salesmanship to insure their prompt sale. Articles, notably those classified as machinery, which were formerly sold by demonstrators and canvassers at high price and great expense, are now part of the regular hardware stock and are sold in the ordinary course of trade. Paints and glass have disappeared from the drug store and appeared in the hardware store because they easily belong with building material and trimmings. Cutlery is steadily finding less favor in dry goods, notion and drug stores, and is becoming a larger element in the sales of the hardware merchant, partly because the hardware dealer handles the higher quality and keeps a better assortment, and partly because he has learned the advantage of making a handsome display of this attractive line. Guns, ammunition and sporting goods are no longer divided between the exclussive handlers of these lines and the druggist, but are now generally sold by the hardware dealers. Many decorative articles, and those designated as Yankee notions, add to the artistic effects and to the net profits of the hardware stores.

Evolution in Jobbers' Stocks.

What is true of the retail is equally true of the wholesale stock. One of the great advantages which the jobber possesses over the manufacturer is his ability to supply upon demand a large variety of articles, all of which can be promptly shipped under one invoice, thereby economizing in labor, in time and in transportation expenses. The greater variety which the jobber can consistently furnish, the greater is his advantage over the manufacturer, and the more valuable are his services to his customers. And so the modern hardware jobber is carrying lines of goods which two decades ago would have been considered very much out of place in their present environment; and the retailer is doing his full share towards reconstructing the indices of those volumes which name the articles bought and sold by the various branches of trade.

I recall the question asked by my worthy senior a number of years ago while watching in our cutlery room the instalation of a show case for cut glass ware. "Mr. Bartlett, is it possible that we have come down to this?" This evolution is partly due to the marvelous prosperity and rapid growth in wealth of our people in every section of this great country. With an increased ability to purchase has come a natural desire for better quality and finer goods. Education has been extended into the realm of esthetics by travel, by expositions and by the natural craving for refinement as the human moves farther and farther away from the age of savagery. The family which formerly ate its beans and cabbage from tin pie plates with iron-handled knives and forks is now having its winter strawberries served from a cut-glass fruit dish with a silver spoon.

Jobbers' Special Brands.

The demand for better things has manifested itself not only in the direction of luxury, but in insistence upon higher qualities of staples, of tools, and of what we call shelf goods. This demand has led the jobbers to select the highest grades produced by the manufacturers of various lines and assemble them under a single trade mark or brand, thus enabling the retailer to offer a large assortment of goods, each article of which carries the distinctive mark of high quality. This renders the retail stock self-advertising, for, "Any article of high quality sold to a consumer advertises, without cost, every other article which bears the same brand." This self-advertising feature, and the assurance of substantiality, uniform good quality, are not the only benefits which the retail merchant has derived from the exploitation by the jobber of special brands. It has given him an object lesson in the unwisdom and unprofitableness of supplying his wants as they occur from each and every salesman who happens along at the time those wants manifest themselves. A retail, like a wholesale, stock, made up of lines, each of which carries a variety of brands, is not only unsightly, but unsatisfactory, and is less profitable than one selected with a view to having the articles in each line differ only in size or construction. The, at least, partial control of a brand in a local market, reduces the competition between retailers to a minimum. As an illustration, many of the merchants in this assemblage will remember when the hardware stock was not complete unless it included Ames shovels, an article so well known and so staple that, wherever competition existed, was necessarily sold at a very light margin of profit. No better shovel than that bearing the Ames label is made to-day, but the ratio of its sales has become exceedingly small.

Catalogue House Competition.

Prejudice of the retailer against some manufacturers' brands has resulted from the innovation and competition of the catalogue houses. Naturally, neither the jobber or retailer cares to assist in distributing the product of the manufacturer who openly or surreptitiously supplies catalogue houses with his goods, at the lowest prices charged the largest jobbers. A merchant at Madison, Wisconsin, rightfully contends that he should be placed upon the same general basis of prices as a retailer in the City of Chicago, if he is to successfully compete for the consumers' trade in his own neighborhood; trade, which by the rule of environment and of tributary advantage, belongs to him. The two arguments in justification which the offending manufacturer offers, are, first, that the catalogue houses buy very large quantities and, therefore, the temptation to sell them at low prices is too strong to be resisted, and, second, that

these houses buy and introduce articles which the country retailers cannot be induced to put in stock and display.

If the only distinction made between different classes of trade is to be based upon the ability to purchase quantities, the retail business of this country will soon be centered in a very few catalogue houses, located in a very few cities, and there will be no room or use for the country merchant. That such a condition shall or shall not prevail in the future, is, I believe, within the province of the retailers of this country to determine.

Retailers Have a Remedy.

While, as I have said, there is a well defined prejudice against handling the brands of goods which are passing through each railroad freight station, and each express office, in their route from the catalogue houses directly to the consumer, there is a lack of zeal and of fixed determination on the part of the dealers to absolutely exclude, so far as possible, those brands from their own stocks. Do you realize that if all the members of the associations you represent should earnestly and with one accord discriminate in favor of their friends and against their real enemies among the manufacturers of the general hardware they handle, in twelve months not a catalogue house in the country could advertise an attractive assortment of hardware? Do you realize that as soon as manufacturers of specialties in your line learned that you are really in earnest in this matter, such specialties would be withheld from those houses, and the catalogue business, so far as our branch is concerned, would be absolutely dead? Do you realize that if each of your members would awaken in this community among dealers of other lines of merchandise—dry goods, grocery and general merchants—this sentiment, this determination to use the influence and power which they possess in the interest of their own and their neighbor's business, the trade of catalogue houses in all lines would soon be on the wane?.

One Plan that Failed.

You say this means work. Certainly it means work. persistent, hard work, but is there anything in this world worth having which does not require effort to secure? Is there any greater pleasure in life than that which results from achievements, especially when the obstacles to be overcome are great? The loyal manufacturers and jobbers cannot successfully fight this battle without substantial aid from you who are nearest the consumer. So long as you show indifference regarding the brands you sell, as to whether they are competitive or non-competitive; so far as competing stocks of catalogue houses are concerned; still further, so long as you demand from your jobber the brands of goods which are in evidence in catalogue houses in preference to those of equal or better quality which such houses cannot purchase, so long will you continue to build up the kind of competition which you so emphatically denounce.

The plan which at one time was adopted by both jobbers and retailers (and which is still to some extent in vogue) of insisting that manufacturers who sell to catalogue houses should compel their customers to advertise prices affording a profit to the general retail trade, has proved to be a boomerang. One buyer has repeatedly told me that, without question, he alone has erected two stories upon a new building of a catalogue house by strongly advocating this plan and thereby adding to the profits of that institution. So long as ten per cent. of the manufacturers (and unless the more drastic means are adopted there will always be a greater than ten per cent.) cater to this class of trade, with no selling price restrictions, there will be a sufficient number of items to advertise at or below cost to render the whole assortment attractive. Americans love to be fooled, and none are more susceptible than the buyers of merchandise. Orders sent to catalogue houses for goods advertised at cut prices will carry with them memoranda of all the items wanted by the household and by co-operating neighbors, upon the presumption that if some prices are low, the others are necessarily low.

New Goods Must Be Introduced.

As I said, the second excuse offered by manufacturers for selling to catalogue houses is that they buy and introduce articles which the country retailers cannot be induced to put in stock and display. I believe this excuse is a valid one, and that the indictment could well include city jobbers as well as country retailers. Every merchant is adverse to putting time and labor upon an article which is not known to consumers, although, as a rule, the largest profits are realized upon the sale of new articles which have not reached the competitive stage. I remember hearing some years ago the representative of the manufacturers of Bailey planes say that when his people got out a new plane, they found its introduction next to impossible until the catalogue houses through their wide advertising facilities, had made it popular among consumers.

If all merchants, wholesale and retail alike, would do more real missionary work by way of enlarging their assortments with the latest product of the manufacturers, displaying them in their ware rooms, and talking them to their customers, they would not only, to an extent, relieve the dispensers of catalogues of some of their self-imposed duties, but would increase their own profits. Let me say at this point that I do not believe that there has been so nearly a universal neglect of opportunity by retail merchants in any other direction than in that of advertising. I do not mean bill posting, or unnecessarily newspaper advertising, but rather getting next to customers with something equivalent to personal interest or contact. There are thousands of farmers and mechanics all over the country, each of whom is confident that the head of the catalogue house feels a deep personal interest in his welfare because he has received from him letters filled with warm expressions of friendship and assurances of loyalty to the interest of the particular class of citizens to which the farmer and mechanic belong; and with those letters have come large picture books which must have cost great sums of money to compile and publish. These books are accepted as souvenirs of good will.

Retailers Neglect Opportunities.

In contrast to this method of securing business what are the regular retail merchants doing, Are they studying the prospective wants of their customers, calling upon them, writing letters or sending circulars to show their appreciation of past trade and solicitude for present and future orders? Are they doing as much to "get next" to people with whom they are acquained, as are distantly located strangers to "get next" to the same people? Our house (and I presume other jobbing houses have done the same) undertook to assist a little in this direction by issuing small, illustrated price lists containing low, but still profitable prices which our customers could send out, with their names, and their's only, upon the title page and elsewhere, accompanying these lists with personal letters of their own writing. The main object was to attract visitors to the retail stores. Now our people are in something of a dilemma. There are quite a large number of our customers who tell us that they consistently and conscientiously tried the plan and that the results were surprisingly good. They beg us to continue the issue of these small books and to send new ones periodically. The larger number of our customers have derived little or no benefit from the plan. Investigations lead us to believe that the want of success upon the part of any merchant was due to his putting the books upon his counter and trusting that by some miraculous or automatic process, they would do their own work; or to his dropping them into the waste basket because he did not wish to make the exertion which would be involved in their proper distribution. There may be a hundred better methods for reaching the consumer, but the retail merchant should certainly adopt and employ one or more of the hundred in attracting the attention and thereby securing the patronage of consumers.

Merchandising and morality, commerce and conscience, trade and truth, are in theory bound together by the closest ties of relationship, and in practice, those ties are becoming more generally recognized and observed.

The associations which you have formed and are maintaining not only promise, but assure a constant and more perfect exhibition of those principles of frankness, fairness, unselfishness and integrity which are marking the progress of the business world.

Silverware Department in Hardware Stores

The Improvement in Hardware Store Fixtures During the past Generation Has Made it Possible to Encourage Women Buyers And Add Plated Ware to the Cutlery and Housefurnishing Departments.

There is no doubt that the handling of silver and plated ware is steadily extending among the hardware trade. Very few stores are without the most common articles, while progressive dealers are constantly adding to their lines and in time the general hardware store will carry as complete a department of silver and plated ware as it now does of sporting goods, and that is saying something. And there is no reason why the hardwareman should not extend himself on silver and plated ware. The days are gone by when he felt doubt as to the advisability of adding to his staple lines, or of going far out of the beaten track.

Selling conditions have changed within recent years. The hardwareman has now to face a much keener competition, and in order to do this and prosper, he recognises that he must grasp every opportunity of increasing the scope of his business. The greater the variety of his merchandise, the greater the hold upon his community, and the higher the class of articles sold the better the profit.

Increase Selling Scope.

The change, too, that has taken place in the character of the hardware store helps the merchant in extending his selling lines. The ornateness of the interior decorations, the elaborate show cases, the glass counters and silent salesmen, the ornamental fixings, the artistic trimmings. and the general superiority of the present day store as compared with the typical one of a few years back, all tend to spur the merchant to increase his selling scope. Articles which were incongruous, when counters were laden with staple lines of hardware, when barrels of colors and oils, dusty stoves and ranges made the interior impassible to dainty frocks, are no longer so. One could not imagine silverware being sold in those days, but now it is different. The hardwareman has realised that he must attract the womenfolk into the store and to do this he must add to his attractions, and what greater attraction can he have than a department of silver and plated ware.

The Buyers of the Future.

Undoubtedly the women are the buyers of the future. Nowadays men have neither time nor inclination to do much shopping. They have come to depend upon their wives to do it for them, realising that it is in much better hands. So the women have come to buy the stoves, the general articles that are wanted in the house, the paints and so on. In this the hardwareman has secured one great advantage. A man goes into a store with the single idea of getting the article he wants, and of clearing out as soon as possible. The woman is prepared to be attracted by anything pretty she sees, and if there is nothing forthcoming she is disappointed. The merchant must cater to this, for it is a strong influence in his favor. There is no doubt that hardware merchants can sell silver and plated ware successfully. It is proved by the large stores, and in a more restricted way by the smaller ones. But the very fact that the average store can carry some of the lines proves that the department can be worked up, for silverware buying by the public at the hardware store is yet in its infancy.

Display all the Year Round.

At Christmas the dealer makes a display of his silver and plated ware, why does he not do it all the year round so that customers can become thoroughly familiarised with the fact that he does carry these goods. Present giving is not confined to one season of the year alone, there are birthdays, and marriage days, and other anniversaries which need recognition all the year round, while the housewife is also ready to add to her stock of silverware. If the merchant accustoms his customers to see a silverware department whenever they enter the store, they will remember the fact when they want something of that description. Otherwise the merchant will be lost sight of. There is no reason why the merchant should not handle a comprehensive stock. The appearance of his store is no longer against an adequate display, the womenfolk are coming into his store in increasing numbers, and the fact that the hardware store is well fitted for the distribution of other necessities besides staple lines is becoming generally recognized. Silverware can undoubtedly be made part and parcel of the hardware business, just the same as cutlery, and sporting goods. It simply means cultivation on the part of the merchant, his recognition that the field is there before him, and a comprehensive stock. He must also not forget that to bring out his ware on a few isolated occasions, and then to bury the stock away in tissue paper for the rest of the year, minimises his chances from the outset.

Profit on Silverware.

As we have pointed out before, the profit to be derived on silver and plated ware generally is much greater than on most of the staple hardware lines. And this is a consideration when competition has cut so deeply into the profits of the dealer. He cannot get the price for his goods that he did when his store was the only one in the district, or before the mail order house made its appearance. It is imperative that he should always be on the look out for more profitable lines, and in the pushing of his silver and plated ware he has a good oportunity already at hand. A merchant will spend a great deal of time and exert much personal effort to sell a staple line of hardware on which he gets little profit, whereas if he used those efforts to sell a customer a silver or plated article his turnover would be greater, and he would have helped to that extent to encourage a new demand.

No Half Hearted Efforts.

But the merchant if he wants to make a success of his silver and plated ware, must use no half hearted efforts. He must display them on every occasion, and make them a prominent feature of his interior decorations. And what article looks more attractive than silver and plated ware, or helps more in the finish of a pretty window. A good display of these lines sets off the whole store, and their display would raise the tone of the store in customers' eyes, and certainly attract the attention of all who enter the store. Ths time is coming when people will connect the hardware store with silver and plated ware, just as the have always connected it with cutlery and housefurnishings. And the hardwareman in encouraging this trend is helping himself in more ways than one.

HARDWAREMAN WINS HONOR.

The first concert of the Parkhill Choral Society was given on June 1, about 100 singers being under the leadership of E. A. Humphries, a member of the hardware firm of A. W. Humphries & Son. Speaking of the concert the Parkhill Post says: "Every person present whether consciously or not, paid tribute of honor to Ernest Humphries to whose untiring efforts the wonderful success of the affair was due. From the first stroke of the conductor's baton all through the difficult list of songs the members of the Society fixed their attention, without wavering, upon Mr. Humphries and sang with a precision and clearness which delighted every hearer. After the concert, Mr. Humphries was the recipient of the hearty congratulations of people from all parts of the town. The work he has done cannot be other than of the very broadest and most lasting benefit and he has certainly succeeded in giving Parkhill the very greatest musical treat in its history."

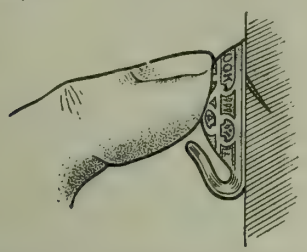
ACCEPTED NEW POSITION.

June 8.—J. Drewe, recently manager of the Calgary branch of the J. H. Ashdown Hardware Company, has joined the staff of the Winnipeg Paint and Glass Company, at Winnipeg. A few weeks ago Mr. Drewe was transferred to Winnipeg and it was understood that he would be manager of Ashdown's Winnipeg branch. The announcement is now made that Mr. Drewe has returned to his old line of paints, oils and glass.

Novelties and New Goods

HANDY WALL HOOK.

The handihook, a most simple and convenient hanger which is being extensively used in the United States, is being put upon the Canadian market by the Manufacturers' Sales Company, Birks' Building, Montreal. The great feature of this hanger is the fact that it needs no hammering or screwing. With a push of the thumb the hook is firmly held—

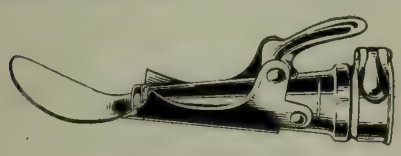


Method of Attaching Handibook.

so firmly that it will hold up to ten pounds. The handihook is made in a fine brass finish, and is small, neat and ornamental. As can be understood such a convenient hanger has a thousand uses in the home, office, factory, etc. The hook can be fixed anywhere in the wall or woodwork, and owing to the smallness of the pin leaves no ugly marks on removal.

NIAGARA SPRAY NOZZLE.

The Time Saving Coupler Co., 166 Bay Street, Toronto, are now ready to supply the Niagara Spray Nozzle, the latest addition to their line of hose equipment. The nozzle is fitted with the easily worked latch attachment which makes the "time saving" couplers, tap and nozzle adjusters so popular with users of hose for lawn or garden use. It is cast in one piece and is claimed to be absolutely non-leaking. A great advantage of the Niagara is that the force of water is not decreased when the spray attachment is used, the full volume being thrown onto the spoon and



Niagara Spray Nozzle.

a 15-foot spray delivered in such a delicate manner that plants cannot be injured. The life of the hose is lengthened, also, by removing the back pressure caused by reducing the force of the water. The hose attachment, without the spray, on a test made last week on a Toronto street hydrant, threw a stream of water over 60 feet but the force of water was greater than usually secured from a garden or lawn tap. The Niagara Nozzles list at $8.30 per dozen and they have been in great demand for use in parks and large gardens. Mr. Musgrave, manager of the Time Saving Coupler Co., states that hardwarmen in some sections have been slow to take his line up owing to the price being higher than other hose attachments. He states, however, that the salesman who takes the trouble to illustrate the simplicity of the line, talking quality instead of price, will have little difficulty in making sales. In Ottawa, a plumber has secured the agency and sold several large bills of goods to the park commissioners, while in Markoale and other places orders for fire equipment in building have been placed for shipment through the local hardware merchant. There is a wide field, therefore, for the dealer who uses progressive methods of pushing the sale of such a line.

Descriptive circulars will be sent to any hardware merchant on request.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Hardware Manufacturers' Catalogue.—A modest little 24-page catalogue descriptive of hardware and kindred lines manufactured by the Taylor-Forbes Co., Guelph, was circulated some years ago among the trade, it being the company's first attempt at publicity work. Since then, however, the line of their manufactures has increased and the 1909 catalogue just issued and numbered "H-50," is a large volume of 256 pages filled with illustrations and descriptions of general hardware lines and specialties sold by hardwaremen and made by this company. The book is substantially and attractively bound in blue cloth-covered boards and the letters are stamped in gold. Besides this general hardware catalogue the company has issued separate catalogues for all its varied departments. Twelve pages of the volume are given up to descriptions of the different kinds of lawn mowers and the various parts entering into these machines. But the catalogue is filled with descriptions of other articles—builders' hardware; door pulls and drawer pulls; hooks and brackets; bolts and plates; dampers; cobblers' outfits; tools; kitchen and household utensils, and time and labor saving devices and novelties that will interest the up-to-date hardware man fortunate enough to secure a copy. The volume is restricted to circulation among the trade and hardwaremen wishing to obtain a copy should write a request for the catalogue on one side of their letter heads. The volume is worthy of a place in any hardware store office for reference and it is well worth the trouble of sending for.

Unique Hardware Articles.—The "Industrial Department" of Hardware and Metal some short while ago made mention of the Hardware Supply Co., of Grand Rapids, Mich., locating a Canadian branch at Hamilton. This company are manufacturers of furniture hardware, and in their "Catalog No. 8" give illustrations and descriptions of the various articles made by them. There are door catches, fasteners and bolts of ingenuity and simplicity; and tools, supports and hinges of infinite variety, not to mention other hardware articles used in the making and packing of furniture. Hose nozzles, sprinklers and repairing outfits are other lines treated of in this catalogue. The company expect to have their Hamilton factory ready by August and besides the articles mentioned above will make a line of extension hanger bars for clothing cabinets and a new metal weather strip for windows and doors, a simple contrivance which hardwaremen employing a tinsmith can work up a big sale for if a canvas is made for the business.

Mill Saws and Hand Saws.—In various sizes and styles. Henry Disston & Sons, Philadelphia and Toronto, are issuing their 1909 catalogue. There are the pocket editions in paper, cloth and leather, with the mill and hardware lines in separate volumes, and the standard size combined catalogue in the same grades. The small-sized edition will be found a convenient form for the hardwareman's pocket; and the larger-sized cloth-bound book for the office. The hardware section consists of 204 pages and in it are illustrations and descriptions of hand and wood saws and various builders' tools, each article being minutely treated. The company makes all parts of these tools, even the steel from which they are manufactured is made from the raw state in their works. A number of new hardware lines manufactured since last year's price list was issued are included in the 1909 catalogue.

Kynoch Limited.—The latest price list of Kynoch Limited, Birmingham, England, whose Canadian agents are A. Macfarlane & Co., Coristine Building, Montreal, is an artistically printed booklet showing the company's range of loaded paper shot shells, sporting powders, central fire cartridges, percussion caps, etc. The new smokeless powder Axite, invented and manufactured by the firm is described. Some very fine records have been made with this powder both with rifle and with revolver. Last year Sergt. Perry, who won the King's prize at Bisley in 1904 using Axite cartridges made a record for British Columbia by scoring 138 points out of a possible 140 at Vancouver. A short description of the processes of manufacture adopted by Kynoch Limited, who it is stated in the price list are the only manufacturers in the world who make the cartridge shell, and powder—a most important fact when it is considered how essential it is that every component of a cartridge should be perfectly adapted to the others in order to ensure perfect and regular results, is given in the price list which with its many illustrations, colored and plain, conveys some idea of the extensive operations and manufactures of the company.

HARDWARE AND METAL

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PRIVATE BRANDS ON GOODS.

A much discussed problem amongst hardwaremen in the United States is that of the sale of goods bearing the private brand of manufacturers or jobbers.

At the joint convention of American hardware manufacturers and jobbers at Pittsburg this week, this question comes up in the form of the following question propounded by the hardware manufacturers: "Is it treating the manufacturer fairly and honestly to ask him to sell his product under private brands, and then demand that he do not sell goods of his own brand to catalogue houses or to retail houses?" There appears to be a growing sentiment among manufacturers against the sinking of their business individuality under jobbers' trade marks, little value being put upon the good will of the business of a manufacturer who sells his products under the brand of some other concern. And the most successful manufacturers are building up an enormous sale for their goods by enterprising advertising campaigns making the public familiar with their brands and their guaranteed quality by general advertising, while in the trade newspapers they educate the retailers and clerks by expounding the various talking points of their goods. Such campaigns would not be possible without the use of the manufacturer's brand.

The argument in favor of special jobber's brands were presented very ably by A. C. Bartlett a Chicago wholesaler, in an address before the convention of the National Retail Hardware Association, at Milwaukee, a fortnight ago, the address being reprinted in this issue. Mr. Bartlett argues that a retailer handling a conglomeration of goods, bearing numerous manufacturers' brands has not the same selling opportunities as one who has most of his goods bearing the same brand name added by the jobber. He further pointed out that many goods bearing the manufacturer's brands were sold through catalogue houses and, in this way, injury was done the retailer.

Following Mr. Bartlett's address the subject came up in the question box discussion at the Milwaukee convention: "Should dealers sell goods bearing jobbers' special brands?" Two retailers, in the discussion, stated that they had been successful in selling goods bearing such trade marks but the majority opinion was strongly in favor of the retailer selecting some manufacturer's goods in which he could put his confidence and arrange to have his own name added to the line in some form. In this way, it was argued, the retailer could afford to guarantee every tool or other article sold while he would also be advertising his own business.

In view of these varying opinions it will be interesting to study the arguments to be presented in the discussion on the subject of private brands at the conventions at Pittsburg this week. A report of the discussion will be printed by Hardware and Metal and space will be given for a discussion of the subject by any reader of the paper.

THE WANT AD.

Most readers of Hardware and Metal appreciate the advantages of the "want" page of a trade paper which is read by practically every retailer, traveling man, jobber and manufacturer in the country, but a brief reference to its variety of uses may not be out of place.

A London retailer wanted to sell his business a few weeks ago. He spent 46 cents on a want ad. in Hardware and Metal and sold in four days to a wide awake traveling salesman who saw his opportunity.

A hardwareman intended establishing a tinshop in connection with his business and as it was in the nature of an experiment he wanted an inexpensive set of tinner's tools. He secured a little used set at a reasonable price as a result of a want ad.

A Toronto retailer wanted a rack for storing wire cloth. A want ad. brought him the article from a Western Ontario town and he says he would not sell for three times what he paid.

An experienced accountant and implement man wants to get in touch with a hardware merchant in Western Canada with a view of arranging a partnership. He will probably have his want supplied as a result of his advertisement.

A British Columbia firm asked a big manufacturing concern in Ontario to send them an experienced tinsmith. The manufacturer knew of no better way to secure one than by using a want ad.

A retailer who had sold his business wished to secure an agency for a manufacturer. A want ad. brought him in touch with several firms and he is now doing a good business in a Western city.

An Ontario merchant, in remodelling his store, found he had some fixtures he desired to dispose of. A want ad. brought him a customer.

An American manufacturer having a line already introduced to consumers, wants a representative to sell to Ontario hardwaremen. Some traveler who knows the trade will likely secure the agency.

A merchant in Northern Ontario wanted a bookkeeper and secured one through an ad. on the want page.

The list could be extended indefinately but the great variety of wants which can be satisfied have been illustrated. Time and money can be saved through using that modern convenience—the want ad.

THE WESTERN HARDWAREMAN'S OPPORTUNITY.

One evidence of the expansion of Canada is strikingly set forth in an article dealing with railway development in Western Canada in a recent number of The Railway World, a leading U.S. railway journal. According to that article—and there are an array of figures to support the case—$85,000,000 is the estimated amount to be spent in actual railway construction during the present year. The Canadian Pacific alone calls for an expenditure of some $20,000,000, and James J. Hill with his Great Northern and subsidiary lines will spend $15,000 000 on constructing a fourth trunk system across the prairies from Winnipeg. The Canadian Northern intends laying out $11,000,000 in extensions, and fully $10,000,000 will be expended by the Grand Trunk Pacific.

The men behind these projects are shrewd, sound business men, and they are building because they have faith in the country and know that the future will recompense abundantly any outlay they may make now. And they are right. This almost startling boom in railway building is barely keeping pace with the development of the West. The lines were unable to handle the wheat last year, and this year a great many more farmers have gone into the new country to further conjest matters.

Many new settlements are being created and older ones will increase in popu-

lation. The first need of this increased population is habitation—houses will have to be erected—one of the immediate demands made will be upon hardwaremen for builders' hardware articles and tools.

Canadian hardware manufacturers are alive to the possibilities and a goodly share of the hardware to be used in building up the west will be the product of Canadian factories. Retailers and Canadian stove manufacturers will have to fight for their trade, however, as catalogue houses and American stove manufacturers are using every means to secure the cream of the business, leaving only the skim milk (in the form of credit business) for the local merchant.

The Western provinces are the commercial battlefields of to-day and only those who are progressive and use modern methods of selling for cash, advertising to meet mail order competition, maintain attractive stores with clean stocks and neat window displays, talk quality instead of price, and develop a spirit favorable to encouraging home institutions and enterprises, are likely to succeed.

AN UNPROFITABLE LINE.

Hardwaremen who handle shaving goods should take steps to see that they secure better treatment from manufacturers of shaving sticks, hardwaremen being evidently discriminated against by some manufacturers whose soap is listed in jobbers catalogues at $2.50 to $2.85 per dozen for retail sale at 25 cents each. At the same time cut rate druggists and departmental stores frequently quote the $2.50 line at two for 25 cents and the $2.85 line at 18 and 19 cents, less than the jobbers appear to be able to buy at.

Asked for an explanation one buyer for a jobbing house stated that some United States manufacturing concerns have preferred classes of customers, departmental stores being classed as "A," druggists as "B" and hardwaremen as "C" and possibly these shaving stick manufacturers are giving the retail hardwaremen the double cross in the manner referred to.

While it is undoubtedly wise for retail hardwarement to carry a complete stock of shavers' requisites, including razors, strops, brushes and soap, in order to compete with the druggist who has added razors to his stock, there is a limit to which the trade should go and if it is found that there is discrimination in prices, as appears to be the case, it would be wise to seek some manufacturer who will treat the trade fairly and push his product as a substitute for the more widely advertised and higher priced lines.

A RETAILER'S TURN OVER.

Some time ago the public mind, the New York Journal of Commerce points out, became impregnated with the virus that 90 per cent. of all business men fail.

Commercial paper has for this reason never attained the dignity accorded to less volatile security in savings institutions and places where money is loaned. Then again the average retailer is not a financier and the weakness of retailing, wherever it has shown weakness, has generally been at the financial end of the system.

There is really less reason why retailers should fail in business than there is for manufacturers failing, and while we all like to tell that the country store was the first departmental store in the land, every merchant knows that the real strength in the departmental store system lies in the measure of wisdom shown in its financial control.

In February, 1907, long before the country was alive to the dangers that were ahead in merchandising, one of the United States greatest merchants said to a newspaper reporter. "The retailers will have to sell on a decreasing margin of net profits." and that statement in print woke up many a business man in different parts of the country to a realization of what was ahead.

One of the factors in a large jobbing house was asked to explain what the statement really implied, and as he was one of the few men who after 40 years in harness had been able to adapt himself to the new system, what he said seemed very illuminating as bearing on the elements that are gradually displacing personality in trade.

Said he: "No retailer needs to fail if his system is right. He should never carry more than four times his capital in merchandise. He should turn his capital over at least four times a year, as shown by the volume of his sales. As a matter of fact many metropolitan stores turn their capital over six and seven times a year. On a capital of $200,000 the turn over should be at least $800,000. Five per cent. profit on this volume gives $40,000, and 10 per cent. on the capital eats up $20,000 of this amount. The rest can be applied to a capital account or surplus. The struggle will be to keep expenses below 20 per at cent. and the effort will be to sell at 25 per cent. profit. The difference in net profit will depend on the success of the effort and the strength of the struggle. In order to make 25 per cent. on sales it is necessary to add 33 1-3 per cent. to the cost of goods."

These figures are necessarily rough and offhand. There are some stocks that cannot be turned even once a year, but in one department of a well known retail store a few weeks ago stocks were turned over five times in two weeks. There was a run on in that special department. By following the figures of sales closely it is possible to see what goods are being purchased most freely and the success of merchandising lies in knowing what will move best. It is one thing to have a reputation for carrying the choicest goods in the world, it is another to sell the goods the great mass of people want to buy, and to have them for sale when the people want to buy them. The happy medium between these extremes makes great merchants and it also makes great combinations of retail stores not only possible but desirable.

The grouping of retailers for better buying methods is seen in the formation of buying syndicates of all kinds. The desire among them to expand their merchandise accounts and make buying in large amounts possible, is seen in the way in which many of them are seizing the control of stores in different centres The crystallizing of store management is going on everywhere, and it all leads up to the crystallization of the financial management of the stores. Strong personality will always assert itself, but its future efforts will be directed along systematic lines that are now only in the process of evolution in merchandising.

SET A GOOD EXAMPLE.

A country merchant states that, in their desire to develop fat bank accounts, farmers were sometimes inclined to ignore the cash or restricted credit regulation of the stores at which they deal or endeavor to evade it by putting forward all manner of excuses. This points to a condition which should not be encouraged by laxity in business methods.

The merchant whose own course in this respect is exemplary, is in the best position to take a firm stand on the problem. A reputation for payment of accounts with unfailing regularity is an asset to any merchant. Stories of the late Timothy Eaton, which have reference to his own merchandizing, almost invariably recall his unswerving adherence to this principle in business. He paid cash, and required others to do the same. The notable fact about his store was that it gave the people what they wanted and his methods enabled him to do this to their and his advantage.

It would appear, then, that the merchant who establishes a reputation as a cash buyer is fortifying himself with a strong argument against any influence which threatens to create a breach.

Don't forget that satisfaction is remembered long after the price is forgotten—in nothing is this more true than in heating.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS ABRIDGED.

Montreal.

Tin—Firm.
Copper—Unchanged.
Linseed Oil—1c advance.

Toronto.

White Lead—Advance of 10c on all grades.
Tin—Up ½c.

THE MARKET SITUATION.

Speculation in the primary markets in copper and tin, caused these metals to advance during the week. Consumption seems to be improving, but the lever at present working is undoubtedly speculation. The markets, therefore, should be watched closely. There has been heavy buying in London on American account, but the metal is simply held for manipulation. Copper consumption in New York is reported better, but here again the real improvement is hidden under the speculative wave. The English market has shown excitement engineered probably from Wall Street. Sellers are still disinclined to make sales, and leaving outside the speculation going on there is undoubtedly a feeling of confidence in copper that speaks well for the future of the metal. Spelter is maintaining its steadiness in the English market under the strong control of the spelter combination, while the St. Louis market is still advancing. Lead in the English market has shown more steadiness, but there is so much metal in sight that any improvement in consumption induces unloading. English iron and steel conditions show some improvement, and a brighter tone seems to pervade the markets. Stocks have diminished, and prices generally are maintaining strength if not advancing. Buying is not so heavy in the States as it was, but this is only to be expected after the heavy business in May. Furnaces are well filled with orders, and prices are being steadily held, and in some cases advances. There is a strong feeling of confidence, and the situation is very reassuring.

MONTREAL.

June 11.—Business during the week has again shown decided stimulation. Orders have come in freely from all quarters, and although the average amount wanted is still on the light side, the quick buying makes up the deficiency. There is a very confident tone at present in the trade. The strengthening in the primary markets of tin and copper and the steadiness of the other metals; the increasing industrial activity; and the more reassuring reports as to the crop prospects, have all tended to put matters on a much stronger footing. As a jobber remarked, business conditions are now excellent. There is a greater feeling of confidence, and if things shape the way they are now, there will be nothing to grumble about.

Copper is in very good demand, and inquiries are numerous. Users are keeping close watch on the situation. Not much is known as to the fututre of copper, and those who follow the market closely will be in the best position to protect themselves. The higher figures in the primary tin market also brought forth increased inquiries, and the holding of firmer quotations will induce a lot of new business. Spelter continues to be in very good demand. There has been a strong sale in galvanized sheets, and if the call continues the total consumption for the year will total up a very heavy figure.

There is no change in quotations this week. All the metals are firm, and there is very little cutting to make sales. June has undoubtedly opened out in good shape, and if the present improvement is maintained, the month should show most gratifying figures.

PIG IRON—Consignments of pig iron from the old country are still being distributed as quickly as possible, and there is not much metal offering for those who have unexpectedly run short. Inquiries as to fall contracts are now coming in, and bookings have already been made in some cases up to the close of navigation, at a slightly higher premium. The iron is steadily being consumed, and there are small stocks on hand. Canadian furnaces are transacting good business. There has been some price cutting, but on the whole figures have been held well, and show a firming disposition. The tone of the markets generally is good. The improved situation in the States is also having a strong sympathetic effect on the market here. There is an improving business in structural material, while other steel lines are in active request.

TIN—Although the market is in a very firm condition, no change in ordinary jobbing quotations are announced, and we continue to quote 32½. Prices are held fairly consistently, and unless the primary markets make a decided change one way or the other no alteration is made. Business is very good, and the strengthening of the tone of the market has induced a lot of inquiries. It is evident that while users are still buying as they want the metal, they are quite prepared to purchase more heavily if they think the right time has arrived. In sympathy apparently with the copper market, and a slight shortage in supplies which will not probably last, the primary markets have been showing much firmer figures. Legitimate consumption is stated to be dull in London, but New York is showing more life. Speculation is, however, the strong influencing factor at present.

COPPER—As in the case of tin, copper is very firm. The jobbing price of 14¼ to 14½ is unchanged. The demand is very good, and users are taking much more interest in the markets. There are practically no stocks, as users have been buying all the way along from hand to mouth. It is esential, therefore, that they should watch the market very closely in order not get squeezed on rapidly rising figures. Inquiries are very numerous, but all the same confidence in in the primary markets at present is not very strong. The speculative movement which caused the market to advance last week continued this week. London has been very speculative, largely for American interests. Some heavy business has been done, but unfortunately not for consumptive purposes. The New York consumptive demand is reported quiet, but sellers are not forcing things at all, and the market is showing advancing figures. There is no doubt that things are ripe for a general rally, unless speculation makes consumers shy.

SPELTER — The active demand for spelter continues, and the metal must be considered up to now one of the best sellers of the year. The market is naturally firm, but there is no advance on the old quotation of $5.75. Galvanized sheets are in strong request from all parts, and specifications include delivery up to the end of navigation, and even further if merchants will take them. The English market continues very firm, and the Spelter Syndicate is gradually gaining control of the situation. Fair business reported. The St. Louis market is gaining strength, and the metal is in very firm position all the way round.

LEAD—Orders have improved in lead, and much heavier quantities have been going out. With better business, and the improved conditions generally, lead has naturally been affected, and the market is decidedly strong at $3.60 for ordinary jobbing lots, Trail being still at $3.50. The English market is steady. Better consumptive business is reported, although large arrivals of lead have not helped the markets to maintain strength.

SCRAP METAL—The market is showing more activity, and some fair lots of scrap have changed hands. We quote: Heavy copper and wire, 11c; light copper, 10c; heavy red brass, 10c; heavy lead, 2¾c; scrap zinc, 3c; wrought iron, 11c; machinery cast, $14.50.

TORONTO.

June 11.—The metal trade has not such good business this week, but some lines are showing a firmness that pressages well for the coming fortnight at least. Now this condition does not hold good in all metals. For instance, white metals were rather slow during May compared with the increasing business in other metals, but June opened up much better and this past week is satisfactory. Iron and steel are a trifle slow just now, the former being a little easier in price and the latter much stronger. Copper went up £2 in London, but has dropped again. Tin has advanced and is firm. The move-

ment in iron and steel buying has abated somewhat, but consumption is expanding.

PIG IRON—The market is not so firm as it was before the opening of June, though business continues in fair volume. Prices are easier generally, but they show a fair profit for the smelter. Canadian foundry is at $19 ; No. 3, Middlesboro, $19.25 ; and Cleveland, $20.

COPPER—This metal is active though still surrounded by an atmosphere of speculation. Early in the week London advanced the price £2 and Toronto prices went up accordingly. Since then the primary markets have declined and local quotations are again at last week's figure, 14½c, though copper is firm at that price.

LEAD—More active at unchanged prices is the local lead situation. In fact for fair quantities a buyer could obtain lead about 5c less than the quotation ruling. There is a good feeling abroad, however, regarding lead and there appears to be a tendency to firmness. The local quotation is $3.65 for a hundred pounds.

TIN—The tin market has gone higher and is particularly active and the strongest metal, relatively, of the week. Toronto has advanced the price ½c and now quotes tin at 32½c. Trading has been good.

SPELTER—Very active and as firm as at any time during the past three months. The price has been steady at $5.75 for some time now.

SHEETS AND PLATES—Business continues good. Demand while not so pressing as it was at the beginning is healthy and fair. Inquiry regarding stocks indicate that sales may be large later on.

OLD MATERIALS—A quietness has come over the demand for scraps and waste, though from letters received by dealers consumers are opening up and extending plants that should have been in the market for material ere this. The U. S. customs authorities are still discussing the question of the duty on scrap metals from Canada. Dealers are paying for heavy copper wire, 11¼c; light copper bottoms, 10c; heavy red brass, 10¼c; heavy yellow brass, 8¾c; light brass, 6½c; tea lead, 2½c; heavy lead, 3c; scrap zinc, 3½c; No. 1 wrought iron, 10; machinery cast scrap, No. 1, $14; stove plate, $12; malleable and steel, $8; old rubbers, 7¾c. These prices show an advance in copper wire, heavy and light brass and zinc.

METAL NOTES.

According to a Pittsburgh authority the production of finished steel, with the exception of railroad material, is expected to be greater during June than in any other month in the history of the trade.

The largest copper furnace in Canada 62 inches by 25 feet, has been blown in by the Consolidated Mining & Smelting Co. at its Trail smelter. This gives the company four large copper furnaces, with a capacity of 1,800 tons of Rossland ore daily. Mechanical feeds are being installed on a large lead furnace. This furnace has the distinction of smelting more ore and producing more bullion daily than any lead furnace on the American continent. It makes as high as 98 tons of lead bullion in 24 hours, and the refinery is producing 75 tons of pure lead daily.

HARDWARE MARKETS

MONTREAL.

June 11.—This has been a very good week for hardware. Orders have come in surprisingly well, and in every case customers want delivery at once. It is apparent from the sorting-up character of the orders that buying is still from hand-to-mouth, but dealers continue very cautious and are content with light stocks and repeated buying. The improvement in the crop outlook in Quebec and Ontario, should induce a much more confident feeling. The north-west while buying in much better bulk has not yet decided to open out. So much is depending on the harvest that retail merchants and consumers are reluctant to let themselves go, but when the outlook is more assured jobbers confidently expect a heavy buying movement culminating into a great fall business.

Customers are now taking delivery of harvest tools, and booking is steadily improving for apple parers, cherry stoners, lanterns, cow ties, guns and ammunition. Hose and lawn mowers are selling well, and so are gardening tools and wheelbarrows. Orders for ice cream freezers and refrigerators are not so heavy as they were. but fair quantities are going out. Dealers seem to be well supplied with screen doors, green wire cloth, and poultry netting, as sorting up orders have fallen off. Bolts and nuts, screws, and annealed hay wire are still in very strong request.

No important price change is announced. The markets generally seem firm. The threatened change in leather goods has not yet arrived, although prices are very stiff. Altogether the tone of the markets is very bright. June has started in much better shape than May, and the aggregate trade for the year is above that of 1908.

BUILDERS' HARDWARE — Trade from the large centres is much heavier owing no doubt to the improvement in building conditions. Country districts, which have been buying steadily all the way along, continue to show a good demand. The tendency towards artistic and well made trimmings continues to develop, and some exceptionally fine articles are now on the market. Lock sets, escutcheons, bolts and butts are prominent movers. We continue to quote : Door sets and escutcheons, 50 and 10 ; escutcheon pins, steel, 50 ; brass 55 ; spring hinges No. 20, $9 per gross.

SUMMER LINES—Hose and lawn mowers are still moving out well, and the recent set back due to the cold weather has easily been made up. Altogether there has been very little to grumble at in the movement of these particular lines. Refrigerators and ice cream freezers are in steady request, although quieter than they were. Sorting up orders are coming in for screen doors, green wire cloth and poultry netting, but the height of the movement is now over. Bookings are getting heavier for apple parers, cherry stoners, cow ties and lanterns. Ordinary household lines are maintaing strength, and orders are good for washing machines, wringers, mops, granite and tin ware, and other kitchen requisites. Altogether staple lines are well to the fore, and jobbers are satisfied with the way things are now shaping.

HARVEST TOOLS—Customers are now taking delivery for harvest tools, while immediate delivery orders are also swinging in well. The improved harvest reports have given greater confidence to this line. There are no change in prices, and we quote : Hay fork pulleys, $1.60 to $8.50 a dozen ; hay carriers, hay rakes, etc., 55 off.

MINERS' SUPPLIES—Although there is no rush on, miners' supplies continue to move out steadily. Dealers are not stocking up to any great extent. A good consuming demand should set in this month for surface mining tools. There are no changes in the markets and we quote : Miners' picks, 17c a pound ; prospectors' hammers, 20c ; pick handles, $1.85 a dozen; drilling hammers, 6c a pound ; crowbars, 3½c ; drill steel, 8c.

BOLTS AND NUTS—The demand is extremely good. Orders are well assorted, and it is evident that dealers are experiencing a good consuming call. We continue to quote : Discounts on carriage bolts, ⅝ and smaller, 70 ; machine bolts, ⅝ and less 60, 10 and 10 ; coach screws, 75 ; stove bolts, 80 and 7½.

SCREWS—As in bolts and nuts there is heavy demand for screws. Orders are coming in freely for the more commonly used sizes. There is no change in discounts, and we quote : 85 and 10 off for flat and round head, bright ; 75 and 10 off for flat head, brass, and 70 and 10 for round head, brass.

WIRE—Good movement characterises these lines, especially annealed hay wire. Shipping is not so congested however, and the supplies are going out more easily. There is no change in prices, and we quote : Barb wire, car lots and mixed, $2.50 ; small lots, $2.55 ; plain twist, car lots, $2.80 ; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.45; straight and mixed car lots, and $2.55 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b. Montreal.

SPORTING GOODS—Fishing tackle is moving well, and the season has turned out a very good one. A steady demand characterises baseball and lacrosse outfits. The approach of the camping out season has stirred up orders in tents and other camping requisites. Boating and yachting supplies are in steady demand. Guns and ammunition are being booked for later delivery.

TORONTO.

June 11.—Hardware trading is going with a swing and brisk business is being done. Orders call for large quantities, and in some jobbing houses late hours and extra help are necessary to get goods out in time. Prices hold firm on almost all lines, and no radical change has occurred this week. Wire and wire products are asked for, and quite a lot of tin water pails have gone out to Western Ontario hardwaremen. Garden and farm tools are moving freely and so are screen doors. Builders'

hardware keeps pressing up to the limit. Some very new and convenient articles for the home builder and housekeeper are shown. Tools used in construction work are much in demand.

BUILDERS' HARDWARE—Some fine art lock sets, door pulls and drawer pulls are to be seen in a number of jobbing houses. One of these lines shows a cut glass door knob with glass plate to match. There are, too, a number of heavy brass and dull-finished metal trimmings in unique design. Hinges, also, are ornate, though not gaudy. Demand from architects and home builders is good and hardwaremen all over the province are taking repeat quantities. Metal sashes and cords are new goods and a metal safe for the walls of homes is a useful novelty in house construction. Adjustable metal bindings and angles for shop fronts are another new feature. Ordinary builders' hardware is keeping trading at the high water mark.

SEASONABLE GOODS—Screen doors are very active, and wire is, too. The summer lines are coming more freely to the front. A great many small express wagons for children were shipped to various points during the week, and the western part of the province took large numbers of tin water pails. Some went, too, to the north country, together with mining and construction tools. Freezers and refrigerators are moving fairly free, but there is no pressing demand. Garden outfits, with hose, nozzles and lawn seats are ordered better and outfits for the summer cottage and camp are beginning to be inquired for. Cutlery is a little better than normal.

SPORTING GOODS—Fishing tackle and supplies are to the front in earnest, and a pleasing feature to note is the number of canoes that have gone out in sales. In fact aquatic sporting goods have had a good week's business. Guns and ammunition are much freer, and baseball, lacrosse and cricketing articles are steady sellers.

HEAVY GOODS—As with builders' hardware, the sales of nails and screws are taking up the time and attention of shippers. This spring has been a splendid season for nails and proportionately it has been a good trading time for bar iron used in construction. Rods are steady, and pipe, black especially, is establishing a record.

U. S. IRON TRADE.

Cleveland, Ohio, June 10.—The Iron Trade Review says: Heavy tonnages in practically all lines of iron and steel continues to be offered to the mills, but the latter, with order books well filled and future operations reasonably assured, are inclined to look with conservatism upon the acceptance of much additional business at prevailing prices. Many companies have adopted the policy of raising quotations above the generally-understood level of the market in order to divert the tide of orders from themselves. Additional producers have joined the ranks of those steel bar makers who have recently been asking $1.25. Pittsburg and important plate and shape interests have now elevated their quotations to $1.35 Pittsburg applicable to ordinary business.

High booking records made during the month of May are still being announced and are giving the market a strong tone. The principal pipe interests, including both the leading makes and the independents, experienced the best month of any May in their history in orders entered. Sheet and tin plate companies also equalled their fullest month. An immense tonnage of wire products was accumulated on makers' books and deliveries have now been considerably extended. Shortages of steel particularly in open-hearth, have been forcing some large mill interests into the open market.

An encouraging development is the increasing evidence of greater buying, actual or in contemplation, by the railroads. The western lines have been purchasing rails, track fastenings and other supplies fairly well and this movement appears to be working its way eastward. The past week with the Carnegie Steel Co., when 23,600 tons of standard sections were booked for prompt shipment, was the best for many months in this company's rail department. Steel car orders are being placed more freely and numerous inquiries are out, so that these manufacturing interests are considerably more optimistic over the prospects of greater plant activities soon. It is the general belief among steel makers and manufacturers that after the expiration of July 1 of the fiscal year for many of the railroads, a more earnest patronage will arise from this source.

Hardware Trade Gossip

Quebec.

Bazin Mfg. Co., nail makers, Quebec, has assigned.

Blouin & Gosselin, tinsmiths, Quebec, have been registered.

The assets of Guay & Giguere, hardwaremen, Montreal, have been sold.

A. H. Brittain, of A. H. Brittain & Co., Montreal, has been on a visit to Boston.

C. M. Strange, Lewis Bros., Montreal, has been made vice-president of the Montreal Engineers' Club.

The James Robertson Co., Montreal, have opened up a show room and warehouse on Recollet Street.

Ernest Grobb, of the McKinnon Dash & Metal Works Co., St. Catharines, Ont., has been visiting Montreal hardware circles.

J. S. McLernon, manager for John Round & Sons, Montreal, has started on a trip out west. Mr. McLernon will go as far as Vancouver.

Arnold M. Bennett, of the Montreal Steel Works, has been elected a member of the Iron and Steel Institute, at a recent meeting held in London, Eng.

Watson Jack & Co., manufacturers' agents, Montreal, have removed their office from the Bell Telephone building to 709 Power building, 83 Craig Street West.

Henry Munderloh, of Munderloh & Co., Montreal, has given $1,000 to the campaign for raising $300,000 for the extension of the Y.M.C.A. central building in Montreal.

E. Osborne, of the Osborne, Peacock Co., Manchester, Eng., manufacturers' agent, paid a visit to the Montreal office of Hardware and Metal this week. Mr. Osborne has concluded an extensive trip through the States.

At the regular monthly meeting of the Dominion Commercial Travelers' Association, Montreal, the secretary's report showed that the membership, to date, was 332 more than at this time last year, while the payments of death claims amounted to practically the same sum.

T. R. Ferrall, Wakefield, Mass., who was a recent visitor to Toronto and Montreal, in the interests of the Boston & Lockport Block Co., East Boston, Mass., is the patentee of many improvements on tackle blocks and sheaves, and owing to his criticism the type of block sheaves used in the U. S. navy for many years, has been changed and his patented sheave adopted for naval use.

Ontario.

J. R. Hambly, Barrie, is recovering from an illness of two or three weeks' duration.

J. R. Croft, grocer and hardwareman, Limehouse, has sold his business to G. E. Polkinghome.

W. C. Springer, of the Belleville Hardware Co., is on a business trip to British Columbia.

William W. Cox, vice-president of The Whitman & Barnes Mfg. Co., St. Catharines, manager of the local branch, died suddenly on Thursday, June 3rd.

W. G. Charleson, hardware merchant, Ottawa, has sold his property on the north-east corner of Bank and Cooper Streets to Mrs. Fred. Carling for about $40,000.

John Marshall has purchased at Kingston the hardware store owned by Archibald Strachan, the new Collector of Customs. The store will be run by Mr. Marshall's son Howard.

Notice is given that the partnership subsisting between J. H. McCorkindale and Johnston Hall as hardware merchants, tinsmiths and plumbers at Owen Sound, has been dissolved by mutual consent.

Thomas Berry, tinsmith, an employe of J. W. Bennett & Son, Gananoque, ever since they began business almost half a century ago, died at his home last week after being in poor health for about two years.

J. Pratten, formerly of Howie & Feely's hardware store, Brantford, will in future be in charge of the Galt store of the McMurtry Hardware Co. Mr. McMurtry will in future do all the purchasing for the Galt store and also the branch store in St. Thomas.

The general offices of the Whitman & Barnes Mfg. Co., whose Canadian branch is at St. Catharines, were originally at Akron, Ohio, where the concern had its beginning. Several years ago they were removed to Chicago, but on August 1 they are to go back to the old stand at Akron.

The Onward Manufacturing Co., Berlin, Ont., are supplying dealers who handle their sliding furniture shoe with a neat metal hanger for advertising purposes. The demand for their product is increasing and a new glass polishing machine is being installed at their Berlin factory, while a complete glass plant and an entire new furniture shoe factory is being erected at the United States headquarters at Menasha, Wisconsin.

Trade Conditions Improving in Mother Country

Official Figures Show Large Increases In Exports Of British Goods To Canada—Welsh Trade In Tinplate Not Affected By Growth Of American Industry.

Sheffield, Eng., May 27,—Since I wrote my last letter there has been a decided improvement in many branches of the iron and steel trade. The advance, however, has not been so great as to give general satisfaction, for while in some departments work has been resumed at a pretty high level yet in others which have not been conducted on such progressive lines there has been comparative stagnation, but on the whole the output is satisfactory in as much as it increases, if only a little.

Quite the most notable topic in trade circles has been the question of the probability of further additions to the British Navy and the consequent trade impetus in departments of big works which are devoted solely to Admiralty work. Already some of the big firms have arranged contracts with the Admiralty for turbine machinery and for material for battleships and cruisers which it is proposed to construct, but these would come in the ordinary way without any agitation for a hurried increase in the number of Dreadnoughts.

The belief that trade will further improve is growing and this is partly responsible for the firmness in raw material. Any spurt in trade will inevitably lead to an all round increase in prices.

So far as the lighter steel trades are concerned the position is not very satisfactory. Cutlery manufacturers complain that general demands are on the decline, but at the same time there is a fair volume of trade and the prospect of a fairly early improvement. With Canada manufacturers are doing much better and travelers state that the outlook is much more promising than it was earlier in the year.

Progression in Equipment.

I have previously referred to the remarkable progression which has been made in the equipment of Sheffield steel works. Some concrete examples of how this tendency has affected trade and makes it difficult to reach a state of activity or boom will no doubt be interesting.

When Admiralty or War Offices work was placed not many years ago, the plant, although up-to-date at the time, would now be considered as very much behind the times. When big guns had to be forged, 25 ton hammers were brought to work on ingots of 80 tons each, and in a fortnight, two gun forgings were produced. Now, hinge hydraulic presses are part of the equipment, and twenty forgings are finished in a fortnight, with only half the amount of labor employed. Similarly a few years ago, a shift would turn out 32 shells, but now with fewer men on the work, but with modern plant, 100 shells are turned out in a similar period.

A Generous Steel Master.

Here we cannot approach the level of American philanthropists who give away libraries, but we have had an instance recently of a Sheffield steel manufacturer who has gained distinction by giving a library to the Sheffield University. The Prince of Wales opened the building, and both the Prince and the donor had conferred on them the honorary degree of Doctor of Letters. The generous steel manufacturer is Edgar Allen, head of the firm of Edgar Allen & Co., of Sheffield. He is a much travelled man who thoroughly understands his business and has made a fortune. In addition, Mr. Allen has sent to the Lord Mayor of Sheffield a cheque for £1,109: 12: 0: for the permanent benefit of genuine cases of distress among people of good character, whose distress arises from unemployment or sickness. The amount represents the preliminary and administrate expenses of the City Guild of Help which has been formed to relieve cases of distress. At the opening of the library it was announced that Mr. Allen is to give £10,000 to Sheffield Medical charities on the understanding that some part of the institutions bears the name of The Princess of Wales.

Trade in Tin Plate.

The tin plate trade is more satisfactory than it was. There was no diminution of output for a very long time, but until a few weeks ago there was a little difficulty in disposing of the products of the mills. The decreased demand led to a weakening of prices, but a fortnight ago there was some heavy forward booking, and the result is that prices have been advanced by three halfpence per box. By far the best customer is still the United States.

Some little consternation was caused by the news of extensive depelopments of tin plate trade in the United States, and the question has been asked in Parliament upon the subject. The President of the Board of Trade was confident that the South Wales makers had nothing to fear from America. Notwithstanding all that had been done by Americans to secure trade which had hitherto belonged to the Welsh manufacturers he pointed out that there had been a steady increase in our exports to the United States, which amounted last year to £885,359, whilst the value of plates exported from America to all destinations, including our own country, was only £272,767. The value of tin plates of British manufacture exported to destinations other than the United States was last year £4,594,716.

British Trade With Canada.

Following the statement made by the President of the Board of Trade, it is interesting to examine further the returns of trade between Great Britain and Canada. The most striking feature of the March figures was that the export of unwrought tin to Canada went up to £15,936, nearly three times as great as the £5,774 export of March, 1908, and appreciably larger than the 1907 export of £6,162. The figures for the first quarter of the year are equally striking. In the first quarter of 1907 the value was £28,809. Then it dropped to £16,485 in the first quarter of 1908, while this year the total has been £42,902.

Tinned plates and sheets also showed increases, the March figures being £16,642, compared with £14,396 in March, 1908, and £11,766 in March 1907. Taking the first quarter the figures were £109,975, more than twice as great as the £51,490 total of the first quarter of 1908, and well ahead of the £64,902 total of the first quarter of 1907.

Hardware and Cutlery.

In other ways British trade with Canada improved considerably. The March hardware total was £5,734, considerably greater than March, 1908 with £2,063, and well in advance of March, 1907, with £5,266. On the quarter the result, however, is not so satisfactory. It amounted to £10,974 as compared with £9,407 in the March quarter of 1908 and £12,896 in the March quarter of 1907.

Complaint has been made about declining trade in cutlery with Canada, but the figures do not bear out the gloomy statements which have been made. March, 1909, has £6,853 to its credit with £6,171 in March, 1908 and £8,852 in March, 1907. The poor results on the first two months of the year are reflected in the quarter's returns, which show only a total for 1909 of £14,817, nearly £1,000 behind the first quarter of 1908 with £15,511 and considerably below the first quarter of 1907 with £19,002.

Exports of Metals.

The exports of pig lead and manufactures of pig lead in March were £6,655, compared with £4,631 in March, 1908, and £9,547 in March, 1907. The quarter's returns, however, show a decline. Reversing the order it is seen that the first quarter of 1907 had a total of £34,039. Then there was a tumble to £14,338 in the first quarter of 1908 and a still further drop to £10,683 in the first quarter of 1909.

The British steel trade with Canada is a little better. The March total of bars, angles, rods and shapes or sections is £12,963 compared with £12,572 in March, 1908 and £16,071 in March, 1907. On the quarter it is also much better, but still behind 1907. This year the quarter's total was £36,627 compared with £22,695 in the first quarter of 1908 and £44,744 in the first quarter of 1907.

Galvanized sheets showed a big decline. The value in March, 1907 was only £7,947, whereas in March, 1908, it was £19,174, and in March, 1907, £11,495. On the quarter there is not much difference between 1909 and 1908, but there is a drop of over £7,000 in comparison with 1907.

R. A.

Trade Gossip from Canada's Eastern Provinces

Dry Dock May Be Built At St. John—Halifax Business Men Run An Excursion Through The Annapolis Valley.

ST. JOHN.

June 9.—The visit of Sir Robert Perks, Bart, M.P., here last week has revived the talk of a dry dock for St. John. Sir Robert was interviewed by George Robertson, president of the Imperial Dry Dock Company, and it is said that the project may yet go through with the eminent British capitalist taking hold of it.

The C. P. R. is laying about 17 miles of new rails on the Atlantic division, replacing those of lighter weight. The new rails, which are the product of the Dominion Iron & Steel Company are 5 pounds heavier than the ones formerly used, being 85 pounds to the yard. The rails removed from the main line are being used on the branches, and in all 53 miles of track will be laid this year and about 30 or 40 miles of ballasting will be done.

The fiirm of W. A. McKay & Co., of Sydney, N.S., maye secured the contract for the electric instalation of the new Government museum building at St. John's, Nfld.

The demand for builders' hardware and for all kinds of accessories to a comfortable time in the country continues good. Hammocks, tennis requisites, lawn mowers, garden tools, refrigerators, ice cream freezers, etc., are among the fast sellers. W. E. H.

HALIFAX.

June 7.—Under the auspices of the Halifax Board of Trade a business men's excursion to the famed Annapolis Valley will be held next week. The fruit trees in the valley will then be in full blossom and the outing has been termed the "Board of Trade's Apple Blossom Excursion." About seventy of the leading business men of the city, many of whom will be accompanied by their wives, will take in the trip. All the principal towns in the Valley from Halifax to Yarmouth will be visited, and a short stop will be made at each place. This idea of the Board was inaugurated some time ago, and it is expected that it will have very beneficial results, as many of those going will combine business with pleasure. The various boards of trade along the line have arranged receptions for the visitors, and the affair will in all probability prove most enjoyable. It will also give the business men an opportunity of meeting their customers, and of looking over the conditions in the respective towns, which is one of the main objects of the excursion.

The Dominion Iron and Steel Company's output for last month was as follows: pig iron, 22,402 gross tons; steel, 25,050 gross tons; total shipments, 19,000 gross tons. The annual general meeting of the company will be held in Montreal on June 17, when the directors' report on the operations of the year will be submitted. It is expected that this will show a greater volume of business than in the previous years, with somewhat less earnings, which was due mainly to the drop in steel prices.

H. H. Fuller & Co. have removed from Granville Street to their old quarters on Water Street, which were damaged by fire. One building has been temporarily repaired and the firm is now occupying it. This firm held the contract for suppling the city of Halifax with hardware during the current year, and with the consent of the city, the contract has been transfered to the hardware firm of A. M. Bell & Co.

The Dominion Coal Company now have 125 men employed in construction work at its plants in Cape Breton.

At a meeting of the council of the board of trade held last week the matter of securing delegates to the seventh Congress of Chambers of Commerce of the Empire to be held in Sydney (N.S.W.), on Sept. 14, was left in the hands of a commitee. W. Frank Hatheway, M.P.P., will likely be one of the delegates.

President A. O. Skinner of the Exhibition Association has received assurances from Ottawa that the Dominion government grant of $50,000 will come to St. John in 1910. It has been arranged that the fair will open on Labor Day and continue 10 days.

J. H.

NEWCASTLE.

June 8.—There is a building boom on at Campbellton this season. Rent is excessively high and the hotels are crowded because of the lack of houses. One builder reports that he has 18 applications for cottages. A similar boom is on in Fredericton, and to a still greater extent in Moncton.

Sir Robt. Perks of Great Britain, a shareholder of the N. B. Pulp and Paper Co. of Millerton, N.B., is in town this week. Sir Robert is much impressed with the industrial and commercial possibilities of the Miramichi district.

Newcastle Board of Trade, which has been rather inactive for the last two years, is being reorganized. The business men of Newcastle have learned by observing the success of nearby towns with a live board of trade the value of such an institution. Reorganization will be completed on the 11th instant.

Copper Smelting works are promised for the Point Wolfe Copper mine this summer.

Campbellton, a go-ahead town which has nearly doubled its population since 1901, will have two celebrations this summer—on its twentieth birthday. June 22nd, and on Dominion Day.

The A. E. Wry Co. Ltd., capital $49,000, have incorporated to manufacture harness in Sackville.

Donald Fraser & Sons' lumber mill at St. Frances, P.Q., was burned on Friday. H. H. S.

Interesting Trade Items Gathered in Ontario

Hardware Millinery Display at Chatham—New Industries at Brantford—St. Thomas Judge Dismisses Suit Against Hardware Firm Which Cut Prices.

OTTAWA.

June 8.—Business is rapidly resuming its usual complexion at this season of the year and the demand for sporting and outdoor goods is very heavy.

Granes Bros., report a large trade in sporting goods, and are also filling numerous orders for prospecting outfits.

Ketchum & Co., have issued a splendid catalogue of sporting goods and club outfits.

F. W. Mahon, of Hintonburgh, which is now a part of Ottawa, is giving up the grocery end of the business and will devote more attention to hardware. He is contemplating some considerable improvements this coming fall.

As an indication of the increase in popularity of the use of cement as a building material, The International Portland Cement Co. report an increase of 26,933 barrels over last year, up to May 25.

The permit for the "Chateau Laurier," the Grand Trunk Hotel, was taken out to-day and the estimated cost is $864,000. The construction is stated to be of brick, steel and sandstone. Another permit for $10,000 was also issued for alterations to the old Y.M.C.A. building, converting it into a warehouse. Thus June starts off with encouragement for further evidences of progress.

R. Mulhall announces the result of the progressive euchre contest among the members of the Retail Hardware Association of this city, to be in favor of Jack Cowan the Secretary of the Association, W. Strachan and W. E. Graham tied for second place.

G. E. M. H.

HAMILTON.

June 9.—The Banwell-Hoxie Wire Fence Co., Hamilton, have contracted with the Canadian Northern Railway for over 300 miles of wire fencing to be erected along their lines in Alberta and Saskatchewan. Some good orders for railway gates have also been placed with them by the C.P.R. and C.N.R.

The will of Edwin Thomas Wright, of the E. T. Wright Company, has been filed for probate by his widow, Mrs. Minnie Caroline Wright, as executrix of his estate. He left an estate valued at $80,050, made up as follows: $5,000 life insurance; $50 miscellaneous, and a half interest in the firm of E. T. Wright & Company, valued at $75,000. The property is disposed of under the will in the following manner: To Mrs. Wright, his widow, a three-eighths interest in his share of the business of the E. T. Wright & Co., and $5.000 life insurance, a total of $33,143.75, and to each

of his daughters, and one son, one-eighth of his interest in the firm of E. T. Wright & Co., about $9,381.25. The sons and daughters are: Edwin Thomas Wright, Hamilton; Miss Minnie Agnes Wright, Hamilton; Mrs. Edna Caroline Mason, Grand Rapids, Mich.; Miss Alice Mildred Wright and Miss Ethel May Wright, both of Hamilton.

CHATHAM.

June 8.—An amusing take-off on the spring millinery openings which has set all Chatham laughing is shown in an unique window display put on by Westman Bros. this week, in which the freak hats so common this season are laughably burlesqued. The display comprises articles of kitchen tinware, etc., and is arranged in the form of a millinery window. The central figure is a "dummy" negro pickaninny, displaying a striking "offering." Surrounding this are "hats" on pedestals of varying height, the hats being made up of various kitchen utensils, each labeled with a catchy designation. The "peach basket" is simply a common bushel basket, inverted, with a couple of full-grown scythe blades as plumes. The "spooner's hat" is an inverted pan fringed with spoons. "Nifty" is the appropriate designation of an inverted tin tub with a washboard for ornament, while the "frog pond" has a fishing "frog" dangling at the top of a screen-door spring, contrary to all the rules of the Audubon society. In most cases the "hats" are fringed with bright colored bunting, though a bicycle chain is used in one instance, and clothes line, whip thongs, etc., serve, while brushes make effective plumes. A veil effect is created by the use of a horse netting. The floor of the window is covered with garden hose and holders, neatly arranged and labeled "ladies' hose and hose garters." The window is the design of Edward Rawlings, of the Westman staff. The designs shown are, of course, capable of almost endless variation.

It is curious to note how in different towns some lines of goods will drift entirely into the hands of a certain class of dealers. Wire fencing is an instance. In Chatham this trade is practically all in the hands of the regular hardwaremen. Occasional inroads have been made by agents, but the hardwaremen have held the trade. Furthermore, fencing has been handled as a regular article of merchandise, only one firm having agents on the road. On the contrary, in Leamington this trade is largely in the hands of agents. A hardwareman who recently relinquished business there states that at one time he stocked up with fencing, but eventually gave up that line entirely. On the other hand, in Chatham the cement business is practically all in the hands of regular dealers in lime and cement, while in other places, notably in practically every town within hailing distance, hardwaremen make cement a feature. Just what the explanation is, is not entirely patent.

H. B. LeGrand, formerly of Westman Bros., has joined the selling staff of J. C. Wanless.

Wire fencing, by the way, is in big demand this spring. One hardwareman has already disposed of five carloads, in addition to quite a few smaller shipments.

Business as a whole is coming along nicely. The demand for garden tools and mowers this spring has been considerably ahead of last year. Damp weather, on the contrary, has held back some other usually seasonable lines. The refrigerator trade this year promises to be rather dull. The ice crop last winter was practically a failure and though thanks to imported ice, the supply will be sufficient, the price is practically double last year's. The consequence is that the primitive cistern, pail of water and other cooling devices will be largely resorted to.

The partnership of Bragg Bros., hardware and implement dealers, has been dissolved. The business is being continued by Claude C. Bragg.

In refrigerator displays a cool and suggestive effect is created by the liberal use of cotton batting, and other white materials.

Miss Millie McTavish, bookkeeper for W. H. Goodhue & Co., hardware merchants, Ridgetown, has resigned to take a position in Detroit.

The Chatham hardware baseball team recently re-organized for the season. The organization last year was a hummer, and did a lot to promote fraternal feeling in hardware ranks. A good grist of officers was elected, including George Stephens, ex-M.P., honorary president; J. C. Wanless, honorary vice-president; C. R. Stevenson, president; directors, A. D. Westman, P. Cunningham, D. H. Douglas; secretary-treasurer, Geo. Hilliard; manager, Ed. Webster; captain, Jules Perrott; umpire, Geo. Perrin; chief rooter, Leslie Webster. The boys cavoting around the green for the Hammer-and-Nails nine are Ed. Taylor, Ed. Wanless, R. Brady, Jules Perrott, F. Cunningham (captain), S. Poole, A. Willard, F. Winegarten, J. Harrington, A. Webb, M. Baxter and E. Taylor. New uniforms will be secured. The boys have already downed the railwaymen to the tune of 7 to 4, and are brimful of enthusiasm.

GUELPH.

June 9.—The farmers' excursion season has opened, and between now and the first week or two in July, 40,000 farmers will visit the O. A. C. coming in on cheap excursions from all over the Province.

Penfold Bros. have secured the contract of supplying the city league with all the new base balls they need during the season and are arranging to present the league with a fine D. and M. trophy, in the form of a handsome cup which will go at the end of the season to the winning team. Penfolds are the Guelph agents for the D. and M. sporting goods. They have been doing some good advertising and putting in some good windows, boosting along the sporting goods department of their business. A short time ago, Penfold's added to their staff a young lady clerk whose duty it is to attend to the correspondence.

The sale of refrigerators, screen doors and window screens has been helped along greatly in Guelph just of late by the good spell of warm weather enjoyed last week.

McMillan Bros. ran some very attractive sporting goods ads in the local papers last week.

Oil stoves, gas ranges and gasoline stoves are being worked in some timely window displays in the windows of Guelph hardware stores with very good effect.

The Clerks' and Salesmens' association have been busy working for their Thursday half holidays for some time past, and as a result several of the hardware stores here have placed in their windows cards announcing that they will close up every Thursday during July and August. H. S. N.

LONDON.

June 8.—The following changes in the McClary staff are announced: A. M. Turner, late of this city, has resigned to go into business for himself in Calgary and will be succeeded by John Arthur, from the St. John, N.B., branch. Gordon Howell, London, goes to the Calgary branch as cashier, and George Neilson, for 27 years with the company as shipper and timekeeper, has resigned to go west. H. V. Kenerson, Buffalo, an expert in costs systems, has succeeded J. W. Rowlands, deceased.

Local building permits for May total close on $800,000. Since the beginning of the year 288 permits have been issued for a total of $418,300.

The city has saved $580 by ordering copper wire for Niagara power distribution before the recent advance in price.

The Grand Trunk are at the present time handling between 90 and 100 cars of ore on an average every day between Point Edward and Hamilton through this city.

June 8.—Retail hardware trade shows decided improvement. As building operations advance the demand for building materials of course improves, and hardware men are feeling the effects.

A permit has been issued to the London and Petrolia Barrel Company to erect a new factory on Horton Street.

There are now 380 men on the pay roll of the Grand Trunk shops, which disproves the rumor brought to the attention of the City Council that the company was not keeping faith with the city and was having work done elsewhere. F. T. Y.

BRANTFORD.

June 8.—The building trade is growing more active. The contract for the new Sanderson-Harold refrigerator and screen door factory at Paris, was awarded Friday evening to J. D. Tindale, Ingersoll, and the work of construction will commence imediately. The cost of the new building is estimated at $30,000. The plans call for a two-storey building 300 x 62, with an engine room 40 x 60 feet, of brick and mill construction, built in accordance with the fire protection regulations on the slow burning pro-

cess. Taylor & Taylor, of this city, were the architects, and the building will be erected near Paris Junction.

The local building prospects are growing brighter.

Schultz Bros. Co., announces that they will erect a three-storey building on Dalhousie Street.

Morgan Harris will build a handsome residence on Dufferin Avenue.

E. A. Humphrey, formerly of this city, and now a hardware dealer in Parkhill, has been appointed a captain of the 26th Middlesex regiment.

Massey-Harris Co., on Thursday last took out a building permit for a new warehouse to cost $14,500.

E Pralter, a former employee of Howie & Feely, hardware merchants, Brantford, has been appointed manager of the McMurtry Hardware Co's store, at Galt.

A new plumbing firm has been established in Welland, in the name of Long & Co., James Long and William Boyd, late of Blair's plumbing shop.

Work will begin this week, on an addition to the factory of Quality Beds. Limited, the contractors being P. S. Peacock and M. Vanderburg. It will be of brick, two storeys, 60 x 40.

Bennet and Vymburger, Haldimand, secured the contract for the erection of the Haldimand House of Refuge, at $20,768.

The Telephone City Stove Co., is a firm believer in the idea that if you can get the child, accompanied by its mother, into the store, it is a ten-to-one shot that the mother can be persuaded to purchase something besides the article wanted for the child. In acordance with that belief they exhibit in their window this week, a large completely furnished doll's house, which is a sure thing to catch a young girl's eye. They also make a specialty of baby doll carts, as well as the more needful baby carriage.

The firm of W. H. Turnbull & Son, who also have a branch at Scotland, reported to your correspondent, that after having used the instalment plan of paying for goods purchased, for some time, they have found it in the main highly satisfactory. With judicious credit extended, a great deal of business is done with those who would probably do without the articles they wish to secure, owing to the fact that they did not have the full sum at the time. Especially is this so with young couples who, in furnishing their house, do not have a sufficient sum to purchase everything needed, and as a higher sum is charged for credit prices, the firm comes out ahead in the end.

The industrial commissioner has intered into communication with the Stanford Steel Range Co., of Norfolk, Virginia, which is desirous of establishing a Canadian plant. Prospects seem bright for its location here, where there are already several similar factories.

A. W.

ST. THOMAS.

June 8.—The past week has not shown as good results among the farming community, owing to everyone being busy in the fields. Seeding is now over, except for some corn planting, this will be in the coming week and will show a larger acreage than formerly, owing to the wet season which prevented wheat sowing.

The building trade is still in good shape and promises to continue good. Among the contracts let this week, the Registry office was the largest. The hot weather coming on is making big demands on screen doors, windows and screen wire.

The general tone of returning prosperity is shown here by the returns just brought out by the local customs officers, which show an increase over May 1908, of 72 per cent., or $15,937.03.

The war being carried on by the customs officials of Chatham and other places against smuggling, could be applied to St. Thomas as well. One who is on the inside and knows whereof he speaks is authority for the statement that there is over $10,000 worth of goods brought in here every month, making a loss of $250 in duties alone. The hardwaremen lose mostly on tools.

A case tried here this week at the nonjury assizes, is of interest to hardwaremen. A. L. Silberstein, New York, maker of the Carbo-magnetic Razor, brought suit against S. A. Crawford, for selling one dozen razors below the price named, in an alleged agreement. The case was dismissed and Chancellor Boyd commenting on it said: "That were it a Division Court case, the most he would allow the plaintiff would be three (3) dollars."

Ingram & Davey are showing two good windows. One of sporting goods, which has for centre effects two tables on which are set two big bowls with gold fish in them. The other is covered with a grass floor cloth to represent a lawn, with a wax figure of a boy pushing a lawn mower, spread around is a lawn seat, hose reel, sprinklers, etc.

Bert Hamilton, of Hamilton & Scott, has completed a ticklish job on the Baptist Church, he having put on a galvanized covering on the spire, one would think to see him up in the air, that he was an old sailor.

The Amasa Wood Hospital are putting in four new bath rooms. E. B. Dixon secured the contract.

An extension of time to June 21 is given for tenders for the Grace Methodist Church. The plans call for a building to cost about $35,000. L. Wilson, Son & Arnold, of Chatham, are the architects. This firm have built several churches from the same plans.

G. A. F.

FORT WILLIAM.

June 7.—A new firm has just been formed in Fort William, under the title of the Fort William Manufacturers' Agency, being composed of some local business men, who will act in the capacity of commission agents for groceries, builders' supplies, cement, lime, etc., and also do a forwarding business, local distribution for shippers and customs brokerage. The new concern has already secured some important agencies, among them being that of the Sun Portland Cement Co., and some tile, pressed brick, and structural steel firms. They are also entering into arrangements with some large wholesale firms to do their distribution among the local merchants of the two cities of Fort William and Port Arthur. They find that from the replies received from shippers of all kinds, there seems to be an active demand for forwarding agents who wi'l undertake to trace up freight shipped via lake-and-rail, and take charge of it at the head of the lakes. It seems that many large shippers have experienced much difficulty in getting prompt shipment, and some of the biggest are assuetomed to send special agents to Fort William to look after their cargoes of binding twine, agricultural machinery and other considerable shipments. The new firm will endeavor to relieve them of this necessity.

F. L.

News from the Prairies and British Columbia

New Hardware Block at Saskatoon — Calgary Man Leaves Hardware for Paints—Building Very Active in all Western Cities.

SASKATOON.

June 5.—R. B. Emerson, St. John, N. B,. is in the city in connection with the Enterprise Hardware Co.

Saskatoon Milling & Elevator Co., are erecting elevators at Zealandia, Vanscoy and Harris, on the C.N.R. The mill in the city will be increased from 100 barrels to 300 barrels per day.

The Saskatoon Forwarding & Storage Co. are doubling the capacity of their warehouse.

May building permits amount to $146,985, which brings the total for the year so far, up to $327,085. The May list includes E. McLaughlin, residence, $2,400; A. McDonald, residence, $5,000; J. F. Johnson, residence $3.000; Bank of Montreal, $35,000; Union Bank, $30,000; R. H. Timmins, residence, $2,500, and Baldwin apartment block, $40,000.

C. J. Greene & Sons, merchants, are building an addition to their store, 50 x 50 feet. The contractor is R. B. McLeod.

The tender for erecting the new fair buildings at Saskatoon has been let to contractor Snobelin, at $3 680. The city purchased the lumber required, some

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

ELLIOTT-FISHER STANDARD Writing-Adding Machines make toil easier. Elliott-Fisher Limited, 513, No. 83, Craig St. W., Montreal, and 129 Bay Street, Toronto.

FOR SALE—250 Wrought Iron Flume Bands in good order. Twenty pounds each, 3 in. x ¼ in., 2 ft. 6 in. in diameter. Address, W. Cameron, Brownsburg, P.Q. (24)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Horning press. Apply 530 Delaware Avenue, Toronto. (24)

WANTED—Toggle Press. Apply Box 844, HARDWARE AND METAL, Toronto. (24)

AGENTS WANTED

PAINT manufacturer wants retail representatives in British Columbia cities. Widely advertised line sold extensively throughout America. Write for particulars. Box 853, HARDWARE AND METAL, Toronto. (27)

AMERICAN manufacturer wants representative who will carry stock in Ontario and call on retailers. Line already introduced to consumers. Address, Box 854, HARDWARE AND METAL, Toronto. (26)

WANTED - Industrial agent for thriving western town. Must be a capable organizer, able to inspire big commercial ventures and to write literature that will attract attention. A newspaper man would be preferred, but only high class applications will be considered. Salary $2,500 to start, $3,000 second year, and there is practically no limit to the money provided the man can "make good." Answer in confidence, "G. H.," care the MacLean Publishing Co., Montreal, Que. (26)

BUSINESS CHANCES.

HARDWARE BUSINESS FOR SALE in good live town 100 miles east of Toronto. Address Box 841, HARDWARE AND METAL, Toronto. (24)

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

HARDWARE, stove and tinware business for sale in a good manufacturing town, good farming and dairy country, doing good daily business. Established 32 years; will sell all, or workshop separate; stock $8,000; good reasons for selling. Box 856, HARDWARE AND METAL, Toronto. (27)

BUSINESS FOR SALE

GENERAL hardware and tinware business in Ontario town. Good turnover. Best of reasons for selling. Address Box 851, HARDWARE AND METAL, Toronto. (25)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

DICTATING to the Dictaphone saves 50 per cent. We will prove it to you if you will send us a post card for full particulars. Toronto Phonograph Co., Limited, Dictaphone Dept., 40 Melinda Street, Toronto, Canada. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink, which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Experienced paint and glass traveler State previous experience and salary expected. Box 9, HARDWARE AND METAL, Winnipeg.

WANTED—Tinsmith, inside work. Apply 530 Delaware Avenue, Toronto. (24)

PARTNERSHIP WANTED

EXPERIENCED ACCOUNTANT and implement man wishes to correspond with hardwareman in western Canada with partnership in view. E. Weston, 542 Gladstone Avenue, Toronto. (25)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove, plumbing and tinsmithing business in one of the best towns in Ontario. Excellent opportunity to secure a well established business with good prospects. Apply Box 852, HARDWARE AND METAL, Toronto. (27)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED—Foreman tinner and cornice maker, experienced in furnace work, for first class firm in Victoria, B.C. Good wages to right man. Prefer young married man, steady habits. Apply Box 857, HARDWARE AND METAL, Toronto. (24)

WANTED—Tinsmith, first class, to take charge of shop in good Manitoba town. Married man preferred; state salary expected. Apply Box 855, HARDWARE AND METAL, Toronto. (27)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept, 10 Front St. E, Toronto.

ESTIMATING, by Edward Nichols, Architect.—140 pp 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto,

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid, The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ROOFING, CORNICE AND SKYLIGHT MANUAL.—Consists of 3 articles: Tin Roofing, including flat and standing seam roofing; Cornice Work, describing equipment for country shop and method of developing patterns; Skylight Construction, treating of a skylight without a ventilator and also with a ventilator in the top. 175 pages, 170 illustrations, 13 plates. Price $1.50. MacLean Publishing Co., Technical Book Dept., 10 Front Street East, Toronto, Canada.

300,000 feet, from the Monarch Lumber Co., the contractor having to furnish the labor only. The construction of the race track went to W. Cook, for $1,500.

J. Noel, architect, will build a house on 10th Street. Tenders are now being called for on the building.

J. F. Cairns has announced that he will give eight prizes in a guessing competition to end on August 6, the last day of the fair. A glass box of grain has been placed in the window and one guess allowed for every dollar's worth of goods purchased. The prizes are an automobile, team of horses, lady's costume, man's suit, lady's hat, pair of shoes, lacrosse outfit, tennis racket and shoes.

The erection of a new school to cost $15,000 is under consideration at Hanley.

Wm. Wartley has been awarded the contract for building the Agnew Bros. hardware block on Selkirk Street. The price is in the neighborhood of $35,000. Work will begin at once and the building pushed to completion.

D. G. R.

VICTORIA.

June 3.—The month of May, with an aggregate value of building permits of $188,620 is the largest monthly total in the history of the city since the permit system was inaugurated. The total value of buildings this year is $252,320 ahead of the same period, the month of May alone being $107,825 ahead of last May. These figures do not include the value of the buildings which have been erected in Oak Bay, Esquimalt and other outlying sections, the benefit of which comes directly to the city. Yesterday a permit was issued for the Watson & McGregor building, to cost $8,000. It will be two stories with a frontage of 46 and a depth of 96 feet. The lower floor will be occupied by the owner's hardware store. A permit was also issued for an addition to the Masonic Hall to cost $15,000.

Tenders are being called for a new steam fire engine with a capacity of 700 gallons a minute by the Victoria City Council.

Three by-laws received the seal of the ratepayers' approval last week, all obtaining the required three-fifths majority. As a result several public improvements will be proceeded with at once. In extentions to the waterworks $125,000 will be spent, on additions to the sewerage system will cost $45,000, and the city share of block paving the Causeway, Belville, Douglas and Humboldt Sts. will be about $60,000.

Improvements are to be made to the Victoria and Sydney Railway system. A handsome new brick depot with warehouses and freight yards is to be built on the corner of Blanchard and Fisquard Sts. The inauguration of a three train daily service is also an important item. A new high power gasoline engine is to be purchased. It will haul three large passenger coaches over a two per cent grade at a rate of 25 miles an hour if necessary.

WINNIPEG.

June 8.—The Winnipeg Paint & Glass Company have just issued an 80-page catalogue, illustrative of the work which they are prepared to do in art glass manufacturing. The company have recently completed the equipment of a new plant, which was made necessary owing to the heavy loss by fire about one year ago. A feature of the new factory is that special facilities have been installed for the designing and manufacturing of church art windows. The machinery is the most up-to-date that could be secured. The company are now in a position to turn out products equal to anything on the continent. C. E. Cass is president of the company, and R. W. Paterson, secretary and manager.

The Winnipeg Oil Company are building a three-storey warehouse and compounding plant in this city, to be opened about August 15. The building will be 110x46 feet, and will cost over $20,000. Castor oil, greases and ointments will be manufactured at this plant. G.



E. A. ST. JAMES, WINNIPEG.

E. Cooper, who has been a member of the firm since its inception and has acted as secretary-treasurer, has sold out his interests to J. H. Cattley.

Many important topics will be discussed at the convention of the Western Associated Boards of Trade, to be held in Saskatoon on June 15, 16 and 17. Among other questions to be considered are, Canadian trade agents in other countries; bulk sales act; express companies to be compelled to deliver to all parts of cities and towns; Selkirk Centennial; navigation of Saskatchewan and Red rivers.

The secretary of the Sanitorium of this city received a cheque a few days ago from the G. F. Stephens Paint & Varnish Company for the amount of $250.

D. Ackland & Son, Winnipeg, wholesale carriage hardware, are adding another storey to their warehouse, to cost $1,500.

James W. Woods, Ottawa, has made arrangements for establishing a plant in this city for manufacturing tents and builders' supplies, Mr. Woods states that the factory will employ 500 men.

E. A. St. James has resigned his position as chief invoice clerk for Imperial Oil Company, of Winnipeg, to become district manager for the Continental Oil Company, with headquarters at Moose Jaw. Mr. St. James is a university graduate who is making progress in business life. He is a native of St. Johns, Quebec.

The Victoria Y.M.C.A. are calling for competitive plans for their new building, to cost $70,000 or thereabout. The competition opens at once and closes on the 30th of June. The $70,000 includes plumbing, heating, lighting, swimming tank, etc.

W. B. C.

EDMONTON.

June 5.—Trade has been quite active during the past couple of weeks, a good business being done in summer goods, such as screen doors, lawn mowers, garden hose, oil stoves, freezers, etc.

Another evidence of the growth of Edmonton, as a distributing centre, is shown by the fact that mixed cars of hardware are being shipped out to dealers in this section.

The prospects for a good year at Edmonton are bright, as indicated by the following returns for May, as compared with the same month, a year ago :

	May, 1908.	May 1909.	P.C. In.
Customs	$ 14,081.17	$ 19,125.87	35
Building Permits	77,362.00	368,005.00	422
Post Office	4,900.00	5,300.00	10
Bk. Cl.	2,972,637.00	3,794,559.00	28

Among the building permits issued, might be mentioned the following :—apartment house for Rene Le Marchand, $140,000; residence for T. M. Grindley, $8,250; residence for G. H. Spiers, $5,000; rooming house for F. Horn, $4,000; warehouse for Royal Fruit Co., $22,000; store and office building for C. F. Hellwig, $5,000; store for J. R. Umbach, $4,800; store and office building for J. Kenwood, $20,000.

VANCOUVER.

June 5.—With general activity, trade in hardware lines is reported good by the merchants. The lumber industry is not particularly busy, though the mills are working about full time, and there is not much prospect now of a marked increase in the demand. Still, building in the city continues active, the value of the permits for the past two weeks amounting to $223,740. The principal of these was a $60,000 store and office building on Pender Street, which will be erected by D. D. Hutchinson, and which will be of reinforced concrete, eight storeys in height. Outside of a $5,000 alteration to the Atlantic Hotel, the remainder of the permits were nearly all for dwellings or repairs. This means good trade for general hardware and plumbers' supplies is called more for than if all the building was of large blocks. While these are the present permits, construction is now going on of the huge steel frames for three buildings on Hastings Street, within half a block of the court house, and the rattle of the compressed air rivet puncher is merry all day long.

SAVE MONEY

By Using Our

Corrugated or Plain Round Conductor Pipe

made in 2", 3", 4", 5", 6" diameter by 8′ and 10′ lengths without a cross seam. You can buy this perfect pipe for much less than you can make up pipe in 30′ lengths. Our Eave Trough is the best; it is machine made on a steel die and every length is the same.

SEE THAT YOUR WHOLESALER SUPPLIES YOU WITH OUR PIPE AND TROUGH

Winnipeg Ceiling & Roofing Co.

Manufacturers Corrugated Iron, Metal Ceilings, etc.

Winnipeg - - - Manitoba



If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our Refined Linseed Oil.
All orders for this brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG and CALGARY

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Three In One

We have just issued under one cover new booklet containing

First
Illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us today.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondents Review the Market Outlook—Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Wholesalers are recovering from the setback due to the late spring and extensive seeding operations. This week orders for goods have been coming in freely from all parts of the country, new stores are being opened in several towns throughout the west and local wholesalers are reaping the benefit. Perhaps the firmest article on the market at present is wire, due to the extensive fencing being undertaken among the farmers. This is an evidence that agricultural science is developing in the west and mixed farming is being gradually indulged in.

Retailers throughout the country are active. Particularly in sections where buildings operations are extensive the retail trade will necessarily be in a flourishing condition. There are more carpenters at work in Winnipeg to-day than there has been for some years. The same is true of iron workers and painters and this means well for the trade.

It is unfortunate that retailers are compelled to sell nails almost at a par with cost price. It is the one line upon which little or no profit is made. An effort was made to have an understanding among the retailers that nails should not be cut in price, but contractors have evidently found some one or two places where special privileges were granted.

We quote a decline in annealed wire of 10c per cwt. :

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base ; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55 per cent. copper: No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90· 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50: Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes : Black Prince, $9.25; Standard flint edge, $10.-75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

ROPE Sisal, 10¼; pure manila, 12¾; British manila, 11¼c; lath yarn, 9¼c.

BUILDING PAPER—Plain: Sunrise, 50c; Surprise, 45c; Anchor, 60c· Cyclone, 60c; Victoria, 70c; Triumph, 67½c; Buffalo, 67½c; Jubilee, 70c; Tarred : Anchor, Joliette and Buffalo, 62½c; Victoria and Jubilee, 86c; Triumph and Joliette, 84c; Cyclone, 78c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe, ¼ in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2. $14.50; 2½, $24.40; 3. $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6. $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60 ; nipples, 75 ; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo. 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20. $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $9; ½ box, $5.75; IXX., full box, $13; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case. $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 65c per gal.; linseed oil, raw 66c; boiled 3c higher.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.55 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—22c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY AND HIGHEST FINISH.

A. C. LESLIE & CO., LIMITED

MONTREAL

ROSS BROS.

LIMITED

WHOLESALE HARDWARE

Trap Shells

Our stock is large and particularly well assorted. Write us for full particulars.

EDMONTON, ALBERTA

EXPERIENCED ADVERTISEMENT WRITERS

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THIS trade mark, the "Cover the Earth," stands for 40 years of paint and varnish making, during which quality has been the first consideration. It safeguards the retailer in dealings with his customers. It's worth something to have your store identified with this trade mark, and it pays to handle high-quality products like

SHERWIN-WILLIAMS PAINTS AND VARNISHES

Even if you do have to ask a little more for them than your competitor does for inferior goods; it's easier for a good salesman to sell a well-known standard article at a reasonable price than cheaper goods at a lower price. By selling Sherwin-Williams Paint and Varnish Products you can get the trade of the most desirable customers in your locality, avoid complaints and bad accounts, and get the repeat orders with very little effort or selling expense. Write us today for full particulars regarding the Sherwin-Williams Proposition.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

CANADIAN HEADQUARTERS AND PLANT, 629 CENTRE ST., MONTREAL, QUE.

WAREHOUSES, TORONTO, ONT., AND WINNIPEG, MAN.

588



"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

Malthoid Roofing is cheaper than shingles, easier to lay, needs less attention after it is laid.

There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Strathroy ratepayers have carried a by-law to loan $20,000 to the Royal Furniture Co.

Extensive improvements are being made at the Schaake Machine Work's plant at New Westminster.

The North Pacific Lumber Co. will rush the rebuilding of their saw mill recently destroyed by fire at Barnet, B.C.

At Sidney, B.C., operations will commence shortly on the construction of a sash and door factory for A. Berquist.

Minnesota capitalists are said to be negotiating for sites for a flour mill and a sash and door factory at Fort Frances.

$4,000,000 will be spent on additional construction and enlargements at the Canadian Niagara Power Co.'s plant at Niagara Falls.

The Polson Iron Works Co., Toronto, intend erecting a new floating dock for the building and repair of boats at a cost of $1,500,000.

The Atikokan Iron Co. are making good progress in their preparations for resuming operations at their blast furnace at Port Arthur.

Municipal Undertakings.

A $1,500 water supply system for fire protection will be constructed at Melville. Sask.

Extensions to the sewer and water systems are being considered by the North Bay Town Council.

Glace Bay, C.B. ratepayers will be asked to sanction a new loan of $30,000 for reservoir and school purposes.

Public Buildings.

Dauphin, Man., will erect a 12-storey school building.

An $8,000 addition will be built to Keewatin public school.

A $30,000 addition will be made to St. Joseph's Academy, Toronto.

A new fire hall and a police barracks will be erected at Melville, Sask.

William Morris, New York, will build a $250,000 theatre at Montreal this summer.

Westboro, on the outskirts of Ottawa, proposed to erect a six-roomed school.

The First Congregationalists contemplate the erection of a new building at Ottawa.

Kingston hospital authorities are considering the erection of a tuberculosis building.

The City of Cranbrook has let a contract for the erection of a new school to cost $37,937.

F. J. Russell has prepared plans for the erection of a Methodist kindergarten school at Winnipeg.

The Halifax City Council have donated a site adjoining Dalhousie college for extensions to the university.

A permit has been issued for the new Baptist church to be erected at Winnupeg. Estimated cost $26,000.

The G. T. R. intend shortly to commence operations on the new station to be built at Moose Creek, Ont.

The G. T. R. are taking steps to comply with the order of the Railway Commission for the erection of a new station at Guelph.

The contract for the erection of the Christian Scientist Ass'ns. new hall at Victoria, has been awarded to R. Hetherington at $4,400.

Grace Church congregation, St. Thomas, are raising funds for the erection of a new building and will soon be ready to let contracts.

The new western telephone exchange at Winnipeg will cost $30,000 and will be completed this year. Preparations are also in hand for a branch north exchange.

The contract for the construction of the new Presbyterian church at Burnside, Man., has been awarded to Bedman & Oburn, of Portage la Prairie at $2,397.

The Vancouver Exhibition Ass. have adopted Henry Watson's plans for the new exhibition buildings. The building will be 240 ft. long and 100 ft. wide, and will cost $25,000.

The Catholic School Commissioners of St. Edouard, will build a house for the Brothers on Cowan Street, at a cost of $20,000. Also a school house, on Upper St. Denis Street, $30,000.

It has been decided to award contracts for the proposed $50,000 addition to the Winter Fair Building at Guelph. Work will be commenced as soon as the agreement with the Government is signed.

J. C. M. Keith, Victoria, has received instructions from the School Board there to proceed with the drawings and specifications of the new Moss Street school. The cost will be approximately $38,000 to $40,000, exclusive of $6,000 for heating.

General Building.

L. H. Higgins plans the erection of a large business block at Moncton.

A $15,000 dwelling will be built at Toronto for G. P. Schofield.

J. R. Marshall will erect four attached dwellings at Toronto, to cost $12,000.

The value of building permits granted in May at Toronto, was $1,887,532, against $1,216,982 in May last year.

Charles W. Sharpe & Co. have been awarded the contract for the erection of the head office building of the Great West Life Assurance Co., at Winnipeg. The contract price is $170,000.

Recent permits for building construction, at Ottawa, have been issued as follows: Wolf Shenkman, dwelling, $2,000; William Hunt, dwelling, $3,500; John Black, dwelling, $4,000; A. E. Slemon, dwelling, $4,600; T. J. Somerville, dwelling, $1,600; D. A. Martin, double dwelling, $5,000; J. G. Davidson, dwelling, $3,000; Michael Ouellette, dwelling, $1,800; Geo. Hammond, dwelling, $3,500; J. H. Simpson, addition to dwelling, $2,000; J. More, dwelling, $3,000; Cleophas perron, double dwelling, $3,000; Thomas Clarey, dwelling, $2,000; P. J. Brennan, three dwellings, $4,600.

Railroad Development.

Work on the Hamilton Guelph and Waterloo Railway is to be proceeded with this year.

The number of men at work on railway construction in Canada is estimated to be 7,500.

The Northern Pacific and the Burlington road are said to be negotiating for an entrance into Victoria.

Plans are being prepared for the extension of an electric car line between Masson and Buckingham, Que.

Tenders are about to be taken for the construction of the Alberni (B.C.) extension of the E. & N. Railway.

The B. C. E. R. has called for tenders for the construction of about five miles of tram extensions near Vancouver.

The Canadian Northern Ry. has about 1,000 men engaged upon construction work westerly from near Sudbury, Ont.

The construction of the C.N.R. extension through the Shellbrook district has been begun. Sixty miles will be built this year.

A U. S. syndicate which bought the townsite of Grande Prairie, B.C., propose building an electric line from Kamloops to their properties.

The relaying of the G. T. R. track between Montreal and Toronto with 100-lb. steel has been resumed at Thousand Islands Jct. It is expected that the new steel will be laid to Cobourg this year, leaving the stretch between Cobourg and Toronto to be done in 1910.

New Companies.

Dominion Mica Works, Montreal; capital, $75,000; to manufacture mica goods. Incorporators A. R. Macdonald, J. N. Brissette and W. Patterson, Montreal.

Eastern Canada Portland Cement Co., Quebec; capital, $2,750,000; to make cement, lime and plasters. Incorporators, C. A. Irwin, P. H. Saver, and S. F. Bell, Ottawa.

Novelty Stamping Works, Toronto; capital, $60,000; to manufacture metals, enamelled goods and tinware. Incoporators, H. E. Stonge, T. J. Page and H. E. McMillan, Toronto.

The Miner Rubber Co., Granby, Que.; capital, $1,000,000; to manufacture rubber and gutta percha goods. Incorporators, H. S. Williams, M. A. Phelan and W. Bovey, Montreal.

Kirkfield Portland Cement Co., Toronto; capital, $250,000; to manufacture cement and stone products. Incorporators, E. L. Middleton, Geo. Keogh and A. E. Knox, Toronto.

The Imperial Cement Co., Owen Sound; capital, $200,000; to manufacture cement and cement blocks. Incorporators, A. G. Mackay, T. I. Thomson and S. Lloyd Owen Sound.

McBrien Mfg. Co., Toronto; capital, $40,000; to manufacture and deal in hardware and hardware supplies, machinery, etc. Incorporators, A. W. Holmestead, J. L. Ross and W. L. Carr, Toronto.

The Crown Portland Cement Co., Wiarton, Ont. capital, $800,000; to take over the Colonial Portland Cement Co., and manufacture cement. Incorporators, J.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

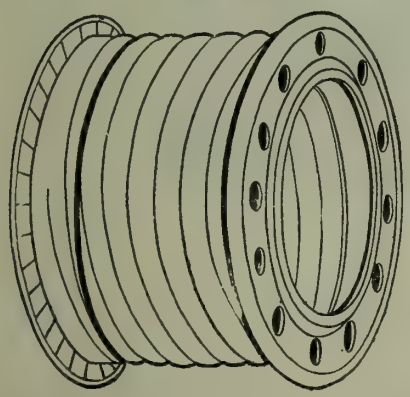
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General Offices

43 EXCHANGE PLACE

NEW YORK CITY

O.K. THIMBLES



Every new house in your town means a prospect for several O. K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both Floors and Partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For Sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Persons addressing advertisers will kindly mention having seen the advertisement in this paper.

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.

It's just as sure of profit to you as it is safe to its owner.



IVER JOHNSON

SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where possible.

Iver Johnson's Arms and Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch: Phil B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns & Iver Johnson Truss Bridge Bicycles

TRADE MARK IVER JOHNSON

Build a Bigger Business

with LONDON BARS and BOLTS. Our iron is uniform, true and consistent throughout. It is rightly heated and correctly tempered. No flaws whatever.



It always pays to handle the best.

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

H. Spence, Jas. Aitchison and Lilian M. Heal, Toronto.

A MODERN SCALE FACTORY.

One of Canada's newest industries is the large scale factory just opened at Sherbrooke, Que., by E. & T. Fairbanks & Co.

While the scale was originally designed as a weighing machine, it is now also used to determine the number, volume, strength, quality and the quantity of many articles of commerce. It computes percentage, determines values and translates the standards of one country into those of another. One may weigh in pounds and read in bushels, a fact worth remembering when it is considered that the great west of Canada produces immense quantities of wheat and grain. Coal may be kept in storage or on a scale which will weigh the amounts dumped in or drawn out and at all times indicate the quantity remaining in the bin. Without scales our mining industry would be seriously hampered. There is a constant increasing demand for modified forms of scales for new industries and for special sizes to fit difficult and restricted locations. Many of the processes in the industrial world depend upon the weighing machines to proportion ingredients, to facilitate the handling of materials and to test the accuracy of products.

There was a time when all weighing was done by means of beams or steelyards, but this method was found to be too slow and the inventive genius of Thaddeus Fairbanks brought out the Fairbanks' Platform Scale in the year 1831. The resulting economy in time and labor has proved of increasing value in every industry. Hundreds of modifications from the original size and style have come into daily use and there are few weighing requirements for which specially adapted scales have not been designed.

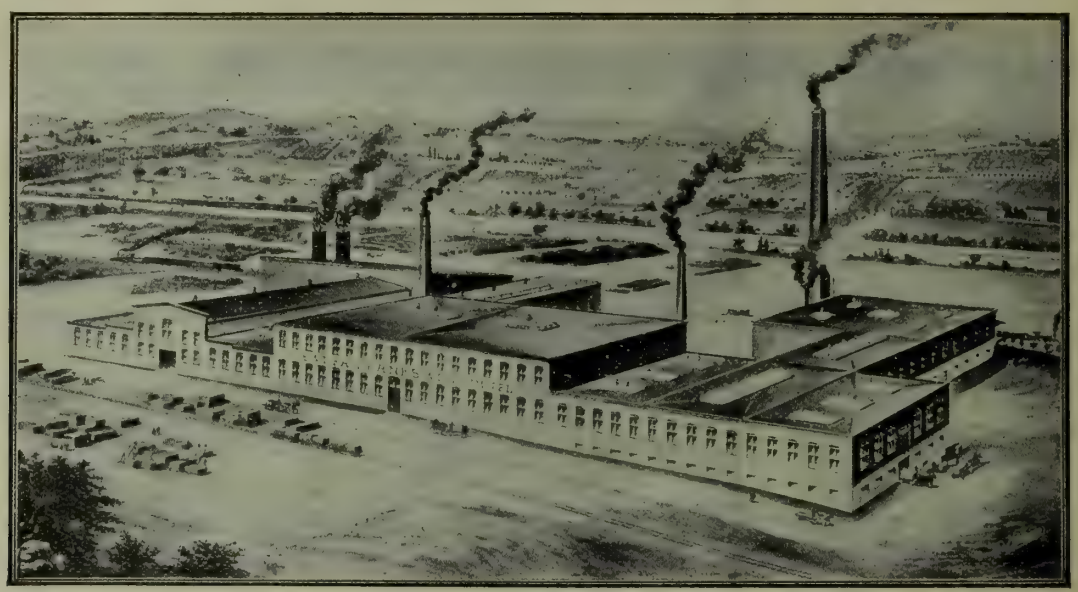
The Fairbanks' scales of to-day embodies in its construction, first, the experience of more than three-fourths of a century of constant effort toward the improvement of scales; second, the employment of the best skill, including engineers to design and workmen to execute, together with the highest grade of material necessary to bring out a scale of quality; third, the use of intricate and special machinery, which secures exact uniformity and unfailing accuracy.

The buildings making up the Fairbanks' Scale factory are situated in the centre of the town of Sherbrooke at a point where the plant is well served by both the Grand Trunk and Canadian Pacific Railways. They are of modern mill construction and consist first of a large iron and brass foundry with the annex providing the storage house for metals and foundry accessories. The cupolas are of large capacity and embody all the latest ideas for charging and operating. The core room joins the cupola and is equipped with Millett core ovens for banking sand. The coke is elevated by means of a bucket conveyor from alongside of the railroad track, where it is dumped from the cars and this eliminates all unnecessary handling.

Adjoining the foundry is the machine shop and next to this the paint shop. Beside the paint shop is situated the sealing and packing department, a long building about 40 feet in width. In this department the various parts are assembled and tested, sealed and finally packed for shipment, the depot being located at the end of the packing room.

The buildings throughout are built with monolithic and reinforced concrete foundations which are carried up to the first floor level where the walls are continued in red brick set in lime cement mortar. The floors are of 2-inch by 4-inch spruce on edge and 7/8-inch hardwood flooring on top, with heavy timber beams and columns, the construction being known as slow-burning or mill construction. Each department is divided from the other by means of brick walls, with tinned standard automatic fire doors. The arrangement of the departments is such that the raw materials come in at one end crude, pass through the factory and go out the other end finished, with all unnecessary lifting and handling eliminated.

The room of the shipping department is 30 feet wide by nearly 100 feet long with a 10 foot platform with canopy covering the same running the full length of the building. Alongside this platform are located the tracks of the Canadian Pacific Railway running over a 100 ton latest pattern Fairbanks' Track Scale, so that all raw materials entering the works, and finished material leaving the same, can be weighed in the cars before leaving the company's yard. The spur or siding from the main lines enters the property on the south side of the buildings, which serves as a lumber yard. The latest weighing devices are also employed for weighing the charges for the foundry furnaces and for other purposes about the works.



New Fairbanks Scale Plant at Sherbrooke, Que.

SELLING SHOP-WORN GOODS.

Salesmen must use tact and intelligence in offering old goods. It would be a great mistake to call the attention of every customer to them. The clerk must be able to "size up" his customers and be able to judge who will be likely to be interested. He must not attempt to force the goods on every customer just because he knows it would be a good thing to get them out of the store, nor should he be too timid about calling the attention of customers to them. In a word, he should exercise that uncommon quality of common sense.

A small boy entered a Toronto hardware store and said: "I want a ladder." "A step ladder?" asked the clerk. "I guess so; it's for my stepfather."

PAINTS NATURAL TO THE STORE.

Very few hardwaremen now fail to realise that the carrying of prepared paints is a natural adjunct to their staple lines. It is true that in many cases much greater opportunity could be taken of the fact, but all the same the hardware store without its paint department is now the exception whereas at one time it was more the rule. Taking all the various extraneous lines which are being assimilated by the hardwareman, none fits in so well with the selling of his general stock as prepared paints. For instance in the case of builders' hardware. The property owner or contractor who comes in to buy his trimmings, will want paint just as much as lock sets, bolts and butts, etc. Is it not an easy matter to switch off from the one to the other. The salesman is given the best possible opener for a smart talk on the value of paint. It is the same with regard to metal roofing. Again, as it has been pointed out, the man who buys a reaper or mower needs paint for the shed he may be building to house it in, or to put on some of the implements he already has in use. In addition, the hardware dealer may easily make a sale of paints for interior decorations to the man or woman who needs some screws to strengthen an old chair, or to fix a cupboard or some other household article.

In fact, the purchase of any article used in the construction or repair of household articles indicates the need of paint also, and the hardwareman is the man on the spot who ought to be in the position to supply it. It is evident that the use of paint appeals directly to all classes of general hardware customers. The builder, the contractor, the house-owner, the farmer and householder, who depend on hardware for many important needs find paint equally essential, and even if other things were no more than equal they would find it convenient to include their paint with building materials, fittings, or household necessities. It not only becomes a convenience and expedites business for them, but facilitates delivery, and the ease of renewing supplies.

Working thus harmoniously together the building up one department can be made the means of building up another. When the sale of paint has been effected approach the customer on builders' hardware, or tools, and vice versa. By this means fine co-operative work can be done, and it is co-operative work that pays.

Then again prepared paints carry a fair margin of profit. It is true that some hardwaremen are already starting on the evil of price cutting, but the practice has not, we believe, gone very far as yet, and can be checked. There is no need for the dealer to cut with a proper selling campagn to back him, and if he secures his legitimate price his profits are better than on the average lines of hardware goods. In addition he is helped by the manufacturer to an extent unthought of at one time. As a matter of fact the paint manufacturer not only advertises the paints but he

Don't Get "Notions" About

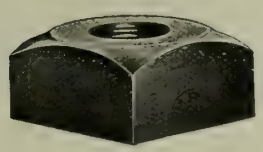
Floorglaze

Please don't get the notion that FLOORGLAZE is good only for floors. FLOORGLAZE is a solid-color floor-enamel with all the elasticity of good paint, and more; and that has a dozen uses about the house, indoors and out. It's so advertised for you that it can't help selling once; and its own quality sells it again to the same people—and their neighbors. FLOORGLAZE is the kind of goods that strike you as about right for your store.

Send for a Sample Can and Color Card now.

Imperial Varnish & Color Co., Limited
TORONTO

Ready stocks of all our staple leaders (do you know them all? You should), at Vancouver, 542 Beatty Street, and Winnipeg, 108 Princess Street.



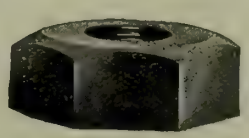
NUTS

We make all sizes, 3-16 in. to 3 in., both Square and Hexagon, tapped or blank.

Material that they are made from is the best that can be procured.

The care and attention taken during the process of manufacture are such as to ensure to the consumer, an article that will give perfect satisfaction.

Montreal Rolling Mills Co.



advertises the other parts of the store by supplying the artistic hangers and cards with which the dealer can embellish his store.

Taking everything into consideration, prepared paints should be carried by every hardware dealer. It is a natural component part of the business. It carries a good profit, and in addition it co-operates with the other lines in the store.

Paint and Oil Markets

MONTREAL.

June 11.—The marked improvement in trade noted last week still continues and orders in every line are most numerous. In fact, conditions are very encouraging, and manufacturers and jobbers are more than satisfied with the business outlook. The advances in oil and white lead have acted as a stimulation upon the demand, instead of checking it, and these lines are very active. During the week linseed oil advanced another cent. Retail merchants report a good consuming demand, with evidences that more painting will be done this year than ever before.

TURPENTINE—Free buying from all quarters of the Dominion is noted, the moderate quotations as compared with other years inducing buyers to think that this is a good time to stock up. We continue to quote turpentine, 57c for single barrels, net 30 days.

LINSEED OIL—Notwithstanding the sharp advance, a heavy buying movement is noted. Accumulated stocks have disappeared, and a healthy demand exists, both from the hardware trade and the manufacturer. During the week linseed oil advanced another 2 cents, making 5c in all from the low level which existed a few weeks ago. We now quote: Raw, 1 to 4 barrels, 63c; 5 to 9 barrels, 62c; boiled, 1 to 4 barrels, 66c; 5 to 9 barrels, 65c; strictly net, 30 days.

GROUND WHITE LEAD—With the optimistic feeling now prevailing ground white lead was bound to be stimulated. Orders have been numerous, and of a substantial character, and the whole tone of the market is good. We quote; Strictly pure, $5.60 to $6.10, according to brand, and No. 1, $5.10 to $5.60, f.o.b. Montreal.

RED LEAD—Red lead shows improvement. Orders are more free, and with the better tone all the way round quotations are firmer than they were. We quote: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—There is an encouraging call for white zinc, chiefly from the large centres. Quotations are well maintained. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

VARNISHES AND JAPANS — All classes of gums show a firmer tendency. In view of this and higher prices in turpentine, consumers are booking more freely than has been the case for some time back. There is an improved call for all sized tins of varnish.

PARIS GREEN—Notwithstanding the warm weather the call for paris green is somewhat disappointing. Prices are unchanged. We continue to quote: 1-lb. cartons, 18c; 1-lb. tins 19c; 50-lb. drums 17c.

PUTTY—Heavy shipping is now going on to all parts of the country. Jobbers are commencing to place their orders for the fall on the figures now prevailing. We quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

June 11.—Paint jobbers were were too busy to discuss at length the situation of the market this week, contenting themselves with giving answers to the various questions put to them. The demand for paint just now is heavy and the present month is expected to be as busy a June as any up to now. Painters everywhere are buying and say they are rushed with work. Travelers report good sales, and paint grinders are smiling at the heavy shipments going out.

As was anticipated sometime ago, white lead has advanced 10 cents per hundred on all grades. Jobbers state this is but preliminary to a further general advance. Turpentine is fairly steady, though there is some uncertainty abroad. Oil is slated for a further advance, say men in the trade; but if English oil keeps down it does not look to the outsider as if that advance would go very high. All the other lines are unchanged, and there is a decidedly better and firmer tone to the market.

TURPENTINE — As regards turpentine, opinion is divided, the market seems to have steadied at the places of production and they do not seem to promise any decline in prices for some time as the quantity of turpentine coming forward for the months of April and May has only been 2-3 as much as for the same months two years ago. Some paint men aver, however, that supplies are free and that prices are likely to ease off a little. The majority of jobbers hold "turps" at 58c for single barrels, the same price as last week. One manufacturer is quoting at 57c, and a third at 56c.

LINSEED OIL—Regarding linseed oil, the advanced price seems to be well maintained and likely to be for some time as the price of flaxseed has advanced in greater proportion with the ad-

The Painter Knows

That's Why He Asks For

"ENGLISH"

LIQUID PAINT

He knows that the shades are clean, clear and perfect.

He knows that the guarantee formula appears on the can.

He knows that the white base is

70% Pure White Lead
30% Pure White Zinc

thinned with pure linseed oil, turpentine and dryer.

It suits him. This is only one of the reasons why progressive dealers are taking up the agency.

Just send us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

PUSH

MOORE'S HOUSE COLORS

WHY?



Because they are a pure linseed paint.
" you can get any shade desired.
" they are pure and reliable.
" all the pigments are well ground.
" they will withstand wear and weather.
" they are durable, lustrous and honestly made.
" they are moderate in price
" they are uniform in every particular.
And for many other good and sufficient reasons.

Ask your customers what they think of Moore's Paints. Every can spells economy, efficiency and satisfaction, Write for prices and color cards.

BENJAMIN MOORE & COMPANY, Limited

TORONTO NEW YORK CHICAGO CLEVELAND

Agencies :—A. M. Bell & Co, Halifax, N. S.
Emerson & Fisher, St. John, N. B.
Hanbury Hardware Co., Brandon, Man.
Enterprise Hardware Co., Saskatoon, Sask.

There's Nothing Just As Good

Elastica Floor Finish is pre-eminently the greatest selling article in your store at this particular season. We help its enormous output by our widespread campaign of instructions through the press. Millions of people are thus introduced to the greatest of all floor finishes. Do you wish to reap a portion of this rich harvest?

If so, write us to-day.

INTERNATIONAL VARNISH COMPANY, Limited

TORONTO

MAKERS OF FINE VARNISHES

Branch of

STANDARD VARNISH WORKS

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

vance in oil and the report now comes that the crop of the Argentine seed has been over-estimated by as much as 50,000 tons and that the shipments from that country are now falling off and it is believed that the crop is all in for the season. It will depend on this report to some extent as to whether or not the price will advance. Just now it looks as if it would, and jobbers say it will; but if English quotations are low the price here will not advance much. The quotations of last week, 63c and 66c for single barrels, raw and boiled still hold good.

WHITE LEAD — The expected has happened and all grades of white lead have advanced 10c per hundred pounds. It is stated among the trade that a further advance will take place shortly. No. 1 is now $5.50 and $5.75; pure white runs from $5.90 to $6.10, with a superior grade at $6.35. Red lead is unchanged as to price. The demand is of goodly proportions. Quotations are at $4.50 for casks and $4.75 to $4.80 for hundred pound lots.

GLASS AND PUTTY—Putty is fairly active. It is going out in orders not so much for glass work as for fillers after priming. Glass is moving slightly better than a month ago, if we except the import movement. Prices on both lines are unchanged. Glass prices are yet at $2.90 for the first break.

STAINS AND VARNISHES—These lines with ready mixed paints, which latter are going out in splendid repeat orders, continue to be the foremost summer lines. Wall finishes, whiting, etc., also figure well in sales.

PETROLEUM — Rumors of lower prices in other markets have not been generally heard here. Toronto prices are unchanged and have been at stationary figures for several months past. Gasolene and benzine are active sellers.

IMPROVING THE TURPENTINE AREA.

Through the improvement in the systems of turpentining the Southern States of America have taken a long step forward in the movement for the protection and development of one of the country's most important natural resources, the rich yellow pine forests which make the United States the leading nation in the production of rosin, turpentine, and the other products known as naval stores.

Improved methods of turpentining were first established to an appreciable extent during the producing season of 1904, when the cup and gutter system was installed by a number of the most enterprising manufacturers of naval stores in Georgia and Florida. Since that time there has been a steady and satisfactory increase in the percentage of turpentine and rosin produced by these conservative methods. The work in conserving these vast turpentine orchards of the South has perhaps come in time to stay the early destruction of yellow pine forests threatened by years of careless management.

Experiments conducted by the United States Forest Service at Ocilla, Ga., and Green Cove Springs, Fla., as well as definite and reliable data received from operators throughout the naval stores belt, have effectively determined the great advantages of the new methods over the old. Not only has it been shown forcibly that the conservative methods are of great protection to the forests, but sufficient data has been collected to show that the increase in yield of both turpentine and rosin by the new and improved systems furnishes a strong argument in favor of their use.

Reports from the states where naval stores are produced show that where there is a greater percentage of turpentine produced by improved methods there is also a greater yield.

To demonstrate more fully that the use of improved methods is largely responsible for the remarkable increase, the reports from two of the large establishments in Texas, one using the cup and apron system and the other cutting boxes into the tree, are compared. The establishment using the cup and apron system reported a yield of 1,372 barrels of turpentine for 20 crops, as against a yield of 1,500 barrels of turpentine for 35 crops where the old methods were employed, 68.2 casks per crop for the cup and apron system as against 42.8 for boxes.

Both companies were operating for the first year and timber and weather conditions were practically the same. The two establishments reporting these figures employ a high standard of business and the figures given are reliable. Forty-two barrels is considered a fair average yield for the first year the trees are bled and where boxes are used.

In Texas and Louisiana a greater percentage of operators own their own timber. Some of the most extensive places in these states are operated by large lumbering companies or corporations who are bleeding their trees for turpentine and rosin previous to converting them into lumber. These companies have carefully and systematically studied both methods of turpentining, and the fact that the new methods are more generally in use in those states indicates their advantage over the old.

PAINT NOTES.

The Horwood Glass Mfg. Co., incorporated under the Dominion statutes, has been granted a license to do business in Ontario.

The British American Oil Co., Montreal, with a capital of $500,000 has been incorporated at Ottawa to take over and conduct the British American Oil Co., Limited.

A painter says that if before painting a smoky wall or a greasy wooden surface some limewash is applied, the paint will take on the object to be covered.

Ed Dean, office manager with Stewart & Wood, paint jobbers, Toronto, left this week with his daughter for a three months' holiday tour of England, Holland, Belgium and France. While in Antwerp, Mr. Dean will spend a few days inspecting the glass industries there.



Here lips to loving lips cling fast,
But none of their delight will stay:
I dream of **Paints** that will last alway!

They Go Together:

The

VARNISHES

and

PAINTS

of

THE CANADA PAINT COMPANY

LIMITED

MONTREAL
TORONTO
WINNIPEG

Barn Paints



A good barn paint brings you good money. Many paint dealers overlook the opportunity for profit in Barn Paints, and neglect the business altogether. There are barns, fences, roofs, bridges to be painted, but consumers hesitate to use the high grade house paints.

Ramsay's Outside Paints

fill the bill and help to fill the till. Don't overlook this profitable branch of the business. Two or three good colors added to your stock and pushed forward to your customers at $1.00 a gallon brings a nice profit. Ask us for card and price list of Ramsay's Outside Paints.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 — The Paint Makers

VARNISHES THAT WEAR

That is the only sort which can be depended upon to give satisfaction. You will find this kind every time you open up a can of

Standard Finishing Varnishes

They are sold on merit and manufactured with only one end in view—and that is quality. They are high-grade, uniform, reliable, elastic, durable and lustrous. What more can your painter customers ask?

Send for our Booklet

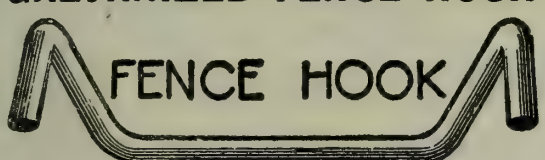
Standard Paint and Varnish Works Co., Limited
Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.
Successors to
McCASKILL, DOUGALL & CO.
Manufacturers
RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHE
MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENTS
Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

GALVANIZED FENCE HOOK For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"

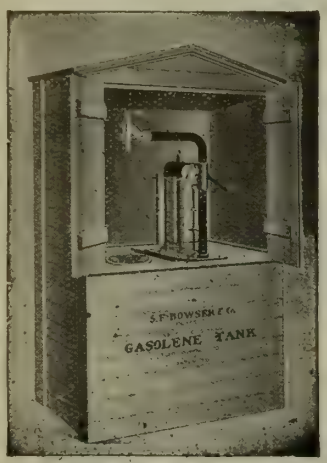


Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.
HAMILTON, - ONTARIO
We make Jail Cells and Gratings of every description.

Keep Your Gasolene Outdoors

STORE IT IN A BOWSER OUTDOOR CABINET



Cut 10—Outdoor Cabinet

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5445. It's free.

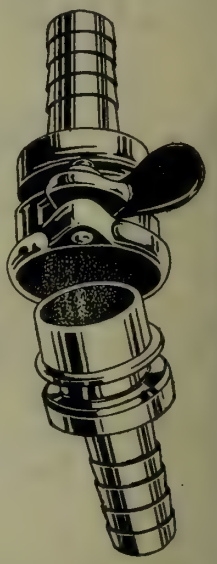
S. F. Bowser & Co., Limited

66-68 Fraser Avenue, Toronto

If you have an old Bowser and want a new one, write for our liberal exchange offer.

HAVE YOU STOPPED TO CONSIDER?

If you have done so you will be fully convinced that there is only one kind of goods worth handling. That is the latest, simplest, most effective and easily adjusted article which is known to all users of hose—you press the latch and it is done.



Time Saver Hose Coupler

— GET OUR PRICES —

The Time Saving Coupler Co.

Limited

166 Bay Street - - Toronto, Canada

TRADE BUILDERS

The paints that are generally used in, on, and around the home, such as enamels, stains, finishes, etc., are the little things that build up trade—if they are satisfactory.

Uncertain brands cannot be depended upon to give satisfaction. Why run a chance? Your trade will drop if you pass off inferior paint. Why handle unknown paint, when you can more easily sell and satisfy your trade with

MARTIN-SENOUR PAINTS

Build up your paint trade by offering them paints known throughout the Dominion as high-class Standard goods. The Martin-Senour Co. make thirty odd trade builders, only two of which are represented on this page. These two are great sellers, at this time of year, when people take great pride in their homes. We will supply you free with printed matter that will suggest to your trade how they can make their homes beautiful by using pure, durable, economical paints.



THE HOME BEAUTIFUL

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

MONTREAL CHICAGO

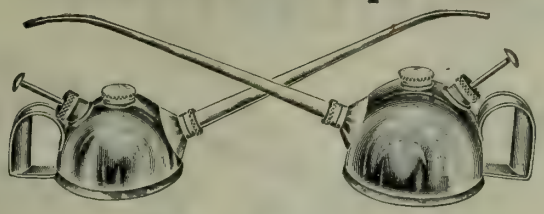
The Winnipeg Paint & Glass Co., Ltd. Winnipeg

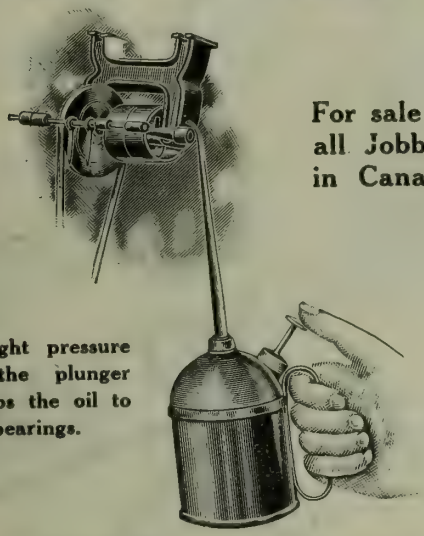
The Maritime Paint & Glass Co., Ltd. Halifax, N. S.

THE HOME BEAUTIFUL



Howland's Pump Oilers



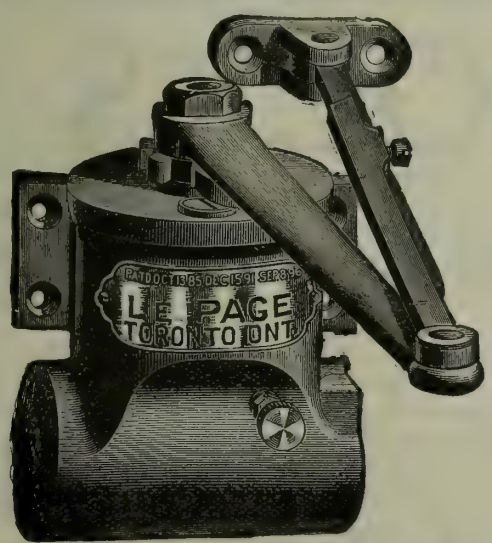


For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Safe
Certain
Durable
Strong
Reliable
and
Easily
Attached



LE PAGE OIL DOOR CHECKS

Are you selling them, Mr. Dealer? You do not know what a demand there is for these goods. They are rapid sellers and you can quickly turn your investment into cash. The Le Page Check is the smoothest working, silently operated and most dependable article of its kind on the market.

Our Price List forwarded for the asking.

Le Page Door Check Mfg. Co.
256 Macdonell Ave., TORONTO

Phone Park 1086 *WM. KEATING, Manager*

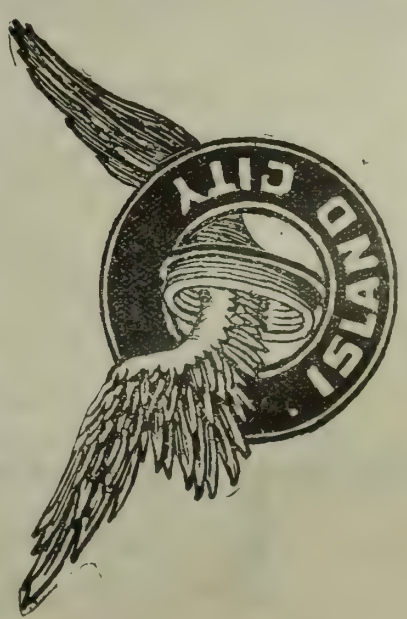
Island City Floor Enamel

A floor finish of **high standard quality.** Dries **hard as stone** with a **brilliant** gloss. Made in **seven attractive** colors.

Write for Prices and Color Cards.

Head Office and Works, Montreal, Que.

AGENCIES:
The Western Paint Co., Winnipeg, Man. The Capital Paint & Oil Co., Ottawa, Ont.
J. H. Morin & Co., Toronto



P. D. DODS & CO., Limited,

PALMER'S HAMMOCKS
AND
ACCESSORIES

LARGEST

AND FINEST ASSORTMENT OF PATTERNS AND COLORS ON THE

MARKET



CUT Nº U.G.8.

LENO

7/4 AND 8/4
MADE IN NINE COLORS
ALSO
36 in. AND 40 in.

NETTINGS

Send for 1909 Illustrated Catalog showing 109 colored plate

THE I. E. PALMER CO.

CANADIAN REPRESENTATIVE:
R. N. SCOTT

NEW YORK OFFICE:
55 WORTH ST.

200 McGILL ST., MONTREAL

FACTORY AND MAIN OFFICE
MIDDLETOWN, CT., U.S.A.

The Original, Largest and Best Equipped Hammock Plant in the Country

HAMMOCKS

Have you considered this matter ?

You can make your Hammock Department one of the best paying departments in your store by selling "STAR BRAND HAMMOCKS"

Manufactured by

The Dominion Hammock Mfg. Co., Limited

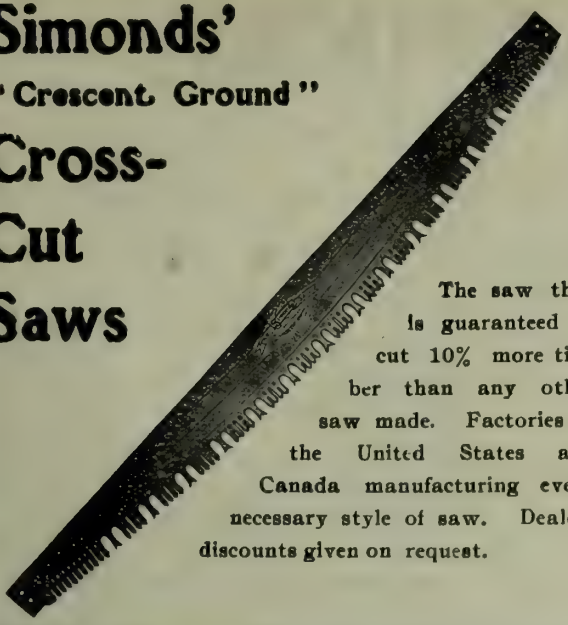
DUNNVILLE, ONTARIO

Send for Catalogue with price-list and discounts, through your jobber

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

REAL GERMANTOWN LAMP BLACK

Contains this trade mark



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

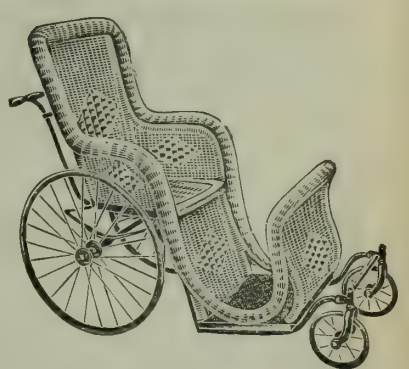
For sale by jobbers in paints.

E. FIELDING AGENT FOR ONTARIO

Wholesale quantities only.



Mr. Hardwareman, add a New Line! Why not sell INVALID ROLLING CHAIRS?



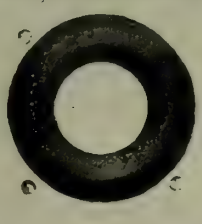
These goods are MADE IN CANADA, and represent something that every dealer can carry at a good profit. Here are two desirable lines:

The cut on the left is one of our Reclining Chairs, equipped with divided and independent leg rests and is one of the most popular on the market.

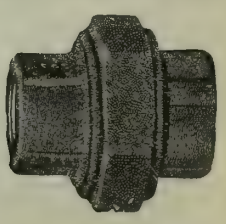
The cut on the right shows a Rolling Chair with body of the best reed and hardwood and seat of cane web filling. The wheels and metal work are of the best steel and malleable iron.

Drop us a line for our Catalogue "C."

The Gendron Mfg. Co., Limited
Toronto, - Canada



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED
144 William Street, Montreal

Steel Rules, Gauges Etc.

CHESTERMAN'S

MEASURING TAPES Linen and Steel

Trade J C Marks

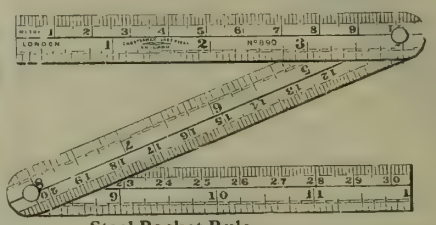
CONSTANTIA J C

TRE BLE



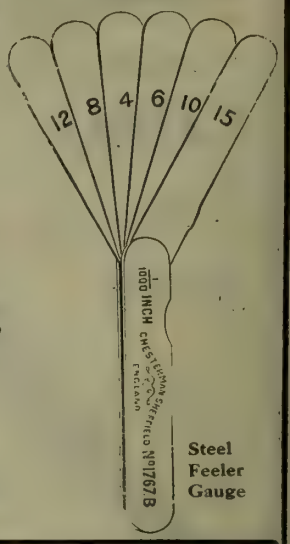
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools



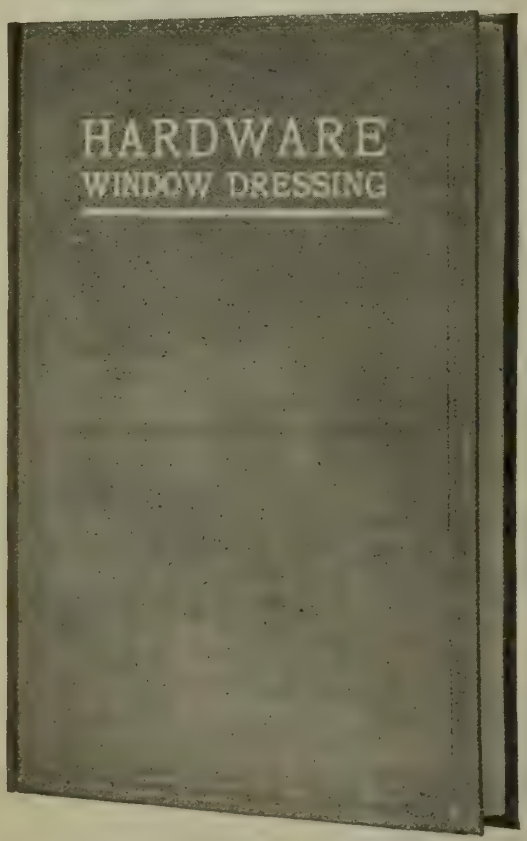
Steel Feeler Gauge

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO



You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

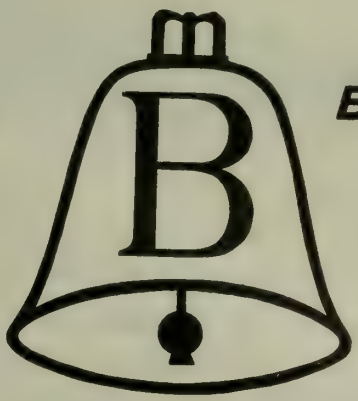


For Sale by the TRADE
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Buy the Best.

Star Brand Cotton Rope
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J.E.R.&Co

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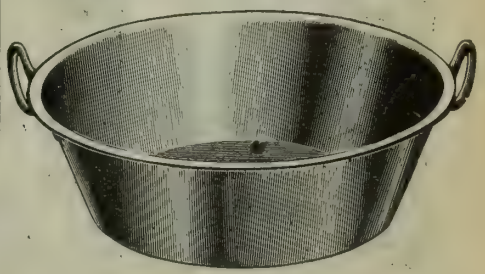
Enamelled Iron Signs

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J. E. RICHARDSON & CO.
18 Victoria St. - TORONTO
'Phone Main 7363

ANTI-RUST Dish Pans

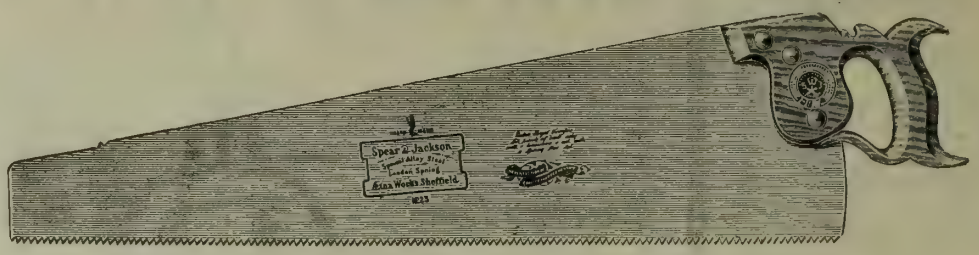
made of I. X. X. X. X. stock with extra heavy malleable handles, are INDESTRUCTIBLE. Three standard sizes, 14, 17 and 21 quarts.



The ANTI-RUST line also comprises BOILERS and Dairy Pails in standard sizes.
Let us have an opportunity to give you description and prices on the ANTI-RUST goods.

E. T. WRIGHT & CO.
HAMILTON, ONT.

LOOK OUT!



¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

HOBBIES TOOLS are "ALL BRITISH"

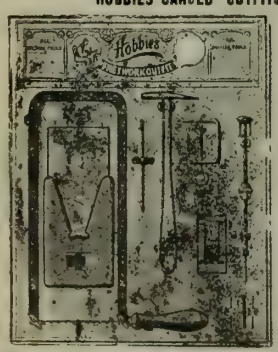
HOBBIES LIMITED are the only manufacturers of Fretsaw Blades Hand Frames and Fret-cutting Machines in the United Kingdom. Lists and terms will be sent on application.

HOBBIES

PATENT LEVER FRAME

Sizes
12 Inch 18 Inch
14 " 18 "

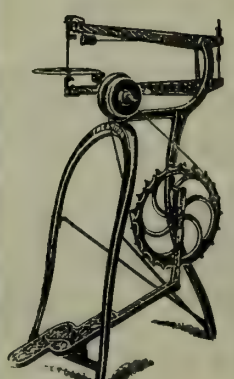
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These Outfits are made in many sizes. All tools are attached by steel clips.



HOBBIES FRETSAWS
Nine sizes supplied.



BRITON FRETSAW
This is the cheapest Fret-cutting Machine in the world. Many other Fretsaws are manufactured by HOBBIES LIMITED.

HOBBIES LIMITED in response to numerous inquiries have sent their representative, MR. C.R.BLOXAM, to Canada; he hopes to call upon the principal Ironmongers, Hardwaremen and Tool Merchants:—Letters may be addressed to him, c/o. The MacLean Pub. Co; Montreal, Eastern Town'p Bk. Bldg; Toronto, 10 Front St.E; Winnipeg, 511 Union Bk. Bldg.

HOBBIES LIMITED MANUFACTURERS, DEREHAM, ENGLAND

Atkins Silver Steel



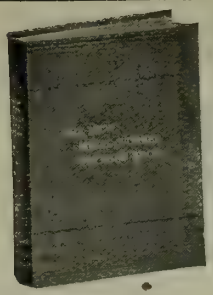
Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

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New Metal Worker Pattern Book

By G. W. KITTREDGE

All Tinners, Cornice Makers and Students should have a copy of this work, which presents a thorough course in pattern cutting, from the simplest to the most complex patterns.

Principal Contents include:

Terms and Definitions.
Drawing Instruments and Materials used by Draughtsmen.
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Pattern Problems, Mitre Cutting, Flaring Work and Triangulation.

430 Pages, 744 Illnstrations, Size 10″x13″

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10 Front Street East, Toronto, Canada

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

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CARRIAGE SPRINGS & AXLES

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THE GUELPH SPRING & AXLE CO. LIMITED
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GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES ?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

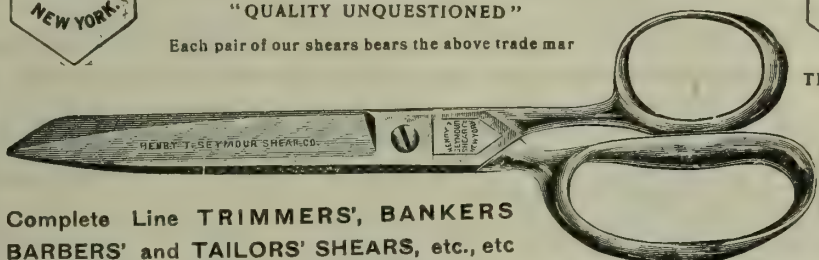
have been the Standard for over seventy yea'

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

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Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc

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WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

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TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

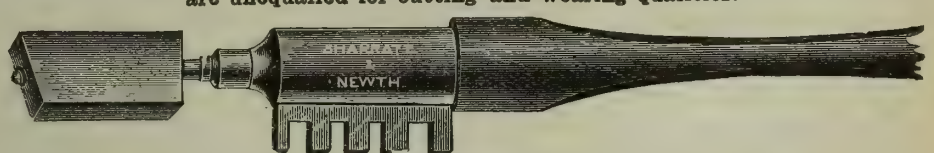
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Class and Flint Clothsand Papers, etc.

Wellington Mills, London, England

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MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 50c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb	0 22
Tubing, iron pipe size, 1 inch base	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 25	14 25
Cut lengths, round, bars, ¼ to 2 in		21 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets). 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	2 95	3 75	3 75	3 95
25	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron	16 50	19 50
Summerlee, No. 2 "	18 75	20 00
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)		25 00
Angles base	2 60	2 60
Common bar, per 100 lb	1 85	1 95
Forged iron "	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	...
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
I X X, 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I X X, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, "	6 75
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ¼c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2 Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 08½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work. 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " " 1 65
No. 7 Fuller " " " " 2 00
No. 4½ " " " 2 00
Patent Compression Cushion, basin cock, hot and cold, each $1.25
Patent Compression Cushion, bath cock, No. 2208, each 2 20
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

Bathtubs, 5 feet 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85.
Closet combinations, $15.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—% per cent.
Steam Radiators—60 and 2½ per cent.
Wall Radiators—50, 10 and 10 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	2 86
⅜ "	2 25	3 08
½ "	2 63	3 48
¾ "	3 16	4 31
1 "	4 54	6 19
1¼ "	6 19	8 44
1½ "	7 43	10 13
2 "	9 90	13 50
2½ "	15 81	21 56
3 "	20 76	28 31
3½ "	26 13	35 63
4 "	29 70	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ..... per 100 lb	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09

A line really worth pushing— **"PYRAMID" CUTLERY**



The splendid quality of Pyramid Cutlery makes it a leading seller wherever shown. As a progressive hardwareman you owe it to yourself to examine this line.

Sold by all the leading Canadian Jobbers

Manufactured only by **NIXON & WINTERBOTTOM, Limited, at Sheffield, England**

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70	0 90
" 5 gal. tins	0 65	0 85
Sherwin-Williams paints, qt tins		1 60
Canada Paint Co.'s pure, qt tins		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 55
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Standard.
Bulk in casks	1 65
" 100-lb. drums	1 90
Bladders in bbls	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 57 0 56
Linseed Oil, raw	0 63 0 63
" " boiled	0 66 0 66

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00
No. 1, casks, per 100 lbs	4 00	4 00
No. 1, kegs, per 100 lbs	4 50	4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls		0 70
Gilders bolted in barrels		1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		3 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 25 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 85
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " "	1 05
2 Ply complete, per roll	1 25
3 "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70	1 75
Belgium	1 80	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood	3 40	
" Iron Clad " cotton	2 10	
Iron Clad " paper	2 15	
wood	2 25	
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	4 95	

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks, 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 2, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	8 00
Double bit, "	9 00	11 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 0	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 4	6 5
Claw "	1 70	5 00
Barrell "	4 50	6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

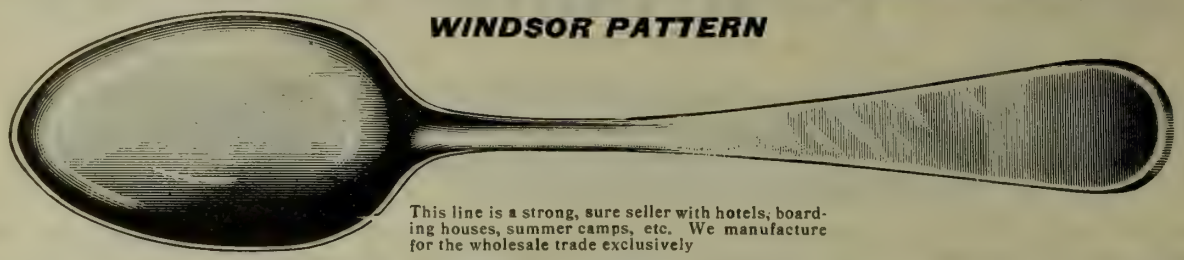
Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $5 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

EXTRA HEAVY WEIGHT

WINDSOR PATTERN



This line is a strong, sure seller with hotels, boarding houses, summer camps, etc. We manufacture for the wholesale trade exclusively

ORDER FROM YOUR JOBBER

THE McGLASHAN CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.....	1 15
Ivory, No. 1282, 2 foot, each.....	3 50

SAWS.

Atkins, hand and crosscut. 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Canadian discount, 40 p c.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c.; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft , each....	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman' s linen, No 1822. 66 ft. ea.	1 10
" Metallic, No. 1821....	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....		9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		50
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25
Crown.....		4 85
Crescent.....		6 50
vereign.....		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen.....	2 25
Defiance, dozen.....	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ¾ " .... "	10 00
" " ¾ " .... "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web..... "	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in.....	0 70
" " neckyokes, 36 in.....	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in....	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise.....	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ⅝ and smaller..	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.....	60
Bolt Ends.....	60
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list.....	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.'& 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
3d.....	3 80	3 25
3d.....	2 85	2 95
4 and 5d.....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d.....	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron ..... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, 40c.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's.....	3 60	10 00
Lewis Bros.' "Klean Kutter'	3 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Berg's.....	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½
"Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.

CLAUSS FETLOCK SHEARS



Hand forged from finest steel and welded on a perfect steel forging. Positively guaranteed and if not satisfactory, exchangeable.

MERCHANTS, WRITE FOR CATALOGUE WITH TRADE DISCOUNT.

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : . : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste	6 00

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

RAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.
Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PISCED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS
Lithographed, 60 and 10

STOVES
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32
7-inch "	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 1 $3.80; No. 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2 75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 13c. extra; No. 12 gauge, 30c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 "	10 00
3 " "	8 50

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star mops	1 20
Crescent mops	1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz. 8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	54 00
Stephenson	74 00
Puritan Motor	156 00
Connor, Improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WOODEN TUBS.
Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in. doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	36 50
Ottawa, 3 year, 11 in	41 50
Favorite, 5 year, 1 in	42 50

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 22
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 32 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 13	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 43
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe per gross		$ 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
200 lb. and over			60 00

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Babbitt Metal.
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Canadian Fairbanks Co., Montreal.
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Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Baskets
Oakville Basket Co , Oakville, Ont.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill, U.S.A.

Boilers and Radiators
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Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Brushes
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Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
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Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
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Cans.
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Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
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Joyce, F., & Co., London, England

Cattle and Trace Chain.
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McKinnon Chain Co., St. Catharines
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Chafing Dishes.
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Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clothes Pulleys
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Cold Rolled Strip Steel
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Counter Check Books.
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Cow Ties
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E. T. Wright & Co., Hamilton

Cultivators
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Cutlery—Razors, Scissors, etc.
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Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
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McGlashan, Clarke Co. Ltd., Niagara

Door Checks
Le Page Door Check Mfg. Co , Toronto

Electric Dry Batteries
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Electric Fixtures.
Canadian General Electric Co., Toronto
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Enameled Ware
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
Grove Chemical Co., Appley Bridge, Eng

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Dominion Hammock Mfg. Co., Dunnville Ont
Nelson, H. W., & Co., Ltd., Toronto
The I. E. Palmer Co., Middletown, Conn

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
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Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
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Soss Invisible Hinge Co , Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg Mass.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
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Montreal Rolling Mills, Montreal.

Hose Couplers.
The Time Saving Coupler Co , Toronto

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
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Smith Hardware Co., Montreal

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer, Ont
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B., Dalton, Ohio, U.S.A.

Lamp Black.
E Fielding, Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lawn Sprinklers.
Standard Stamping Co

Linseed Oil.
Canada Linseed Oil Co, Ltd, Montreal

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Peterborough Lock Mfg. Co., Peterborough, Ont.

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Canadian Logging Tool Co., Sault Ste Marie, Ont.
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Canadian Hart Wheels, Hamilton, Ont

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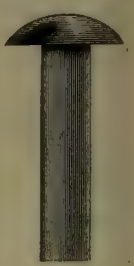


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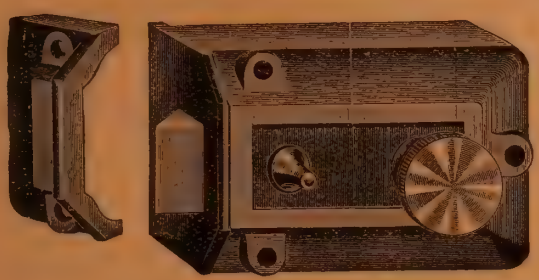
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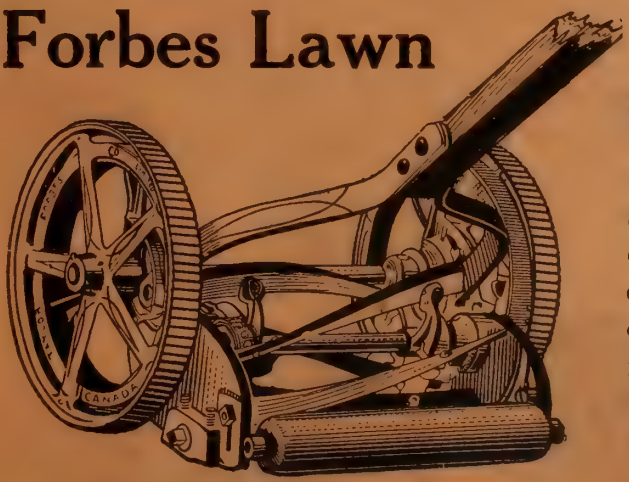
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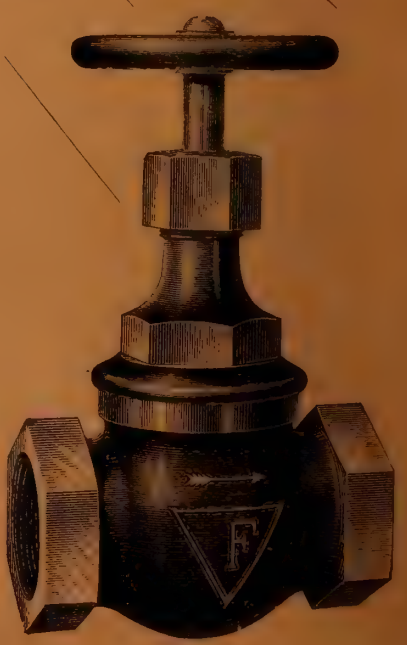
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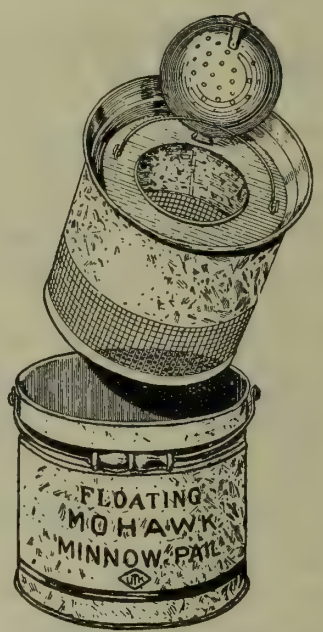
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Terms, 30 days, less 2% cash. Orders taken subject to stock being on hand. All orders filled in rotation, as received.

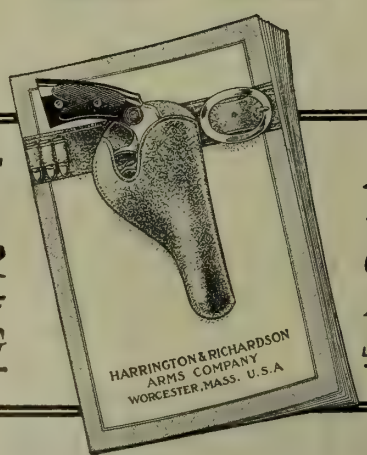
Very few of these rifles in Canada to-day and no more to be had. This is your chance. Write or wire NOW.

EMERSON & FISHER, LTD. - St. John, N.B.

This Advertisement

REVOLVERS **H & R** SINGLE GUNS

TRADE MARK TRADE MARK



WE WANT YOU TO HAVE OUR = NEW = CATALOG

A BEAUTIFUL 40 PAGE BOOK OF FIREARMS INFORMATION SEND FOR IT NOW.

HARRINGTON & RICHARDSON ARMS COMPANY
615 Park Ave., Worcester, Mass.

has been the means of distributing thousands of our beautifully illustrated catalogs throughout the country.

Think what this means to every dealer who handles Harrington & Richardson guns and revolvers—to have the complete line together with valuable fire arms information, placed before the public—your customers in their own homes.

Your Store

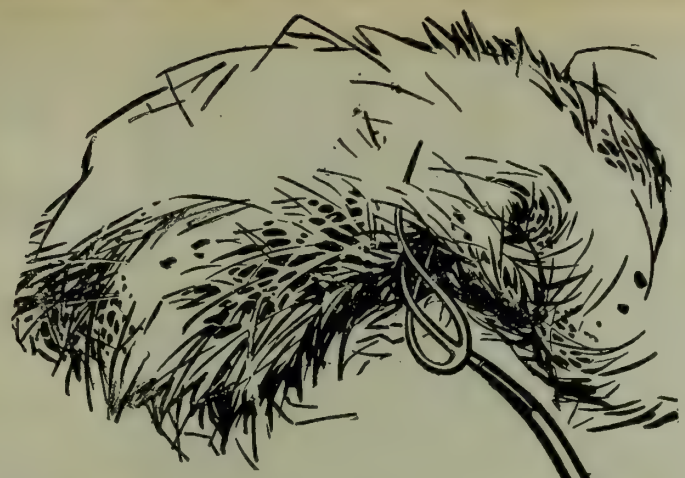
is the place we want to guide those interested. Keep your line complete.

If you have not already received a copy of our new catalog, send for one to-day. Please remember also that we will send you prepaid a sufficient number to distribute to your own customers if you desire.

WRITE US TO-DAY

Harrington & Richardson Arms Co.

615 Park Ave., Worcester, Mass.



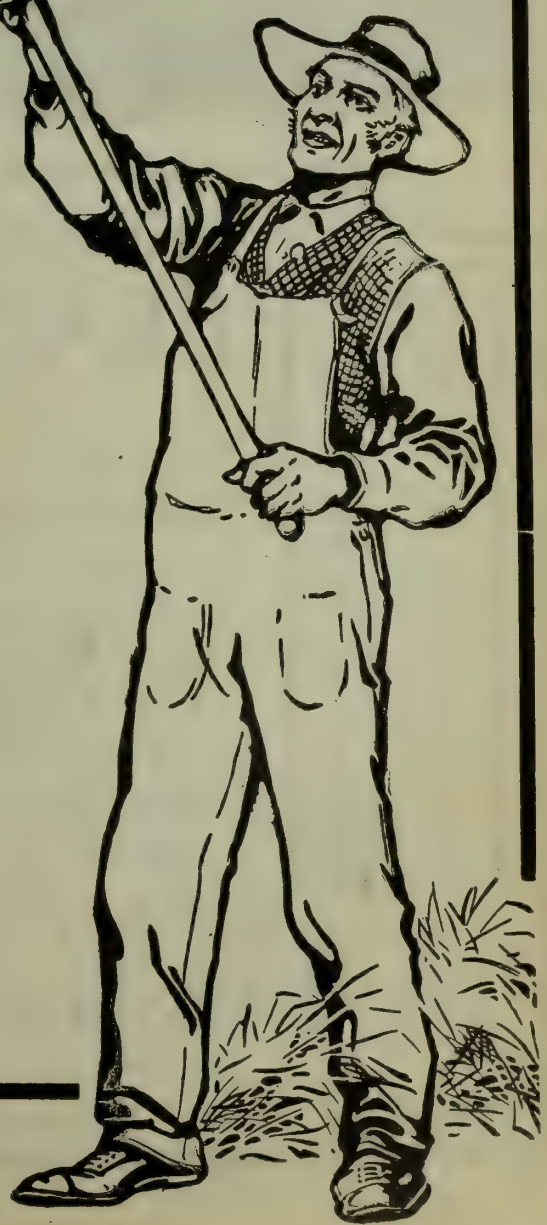
—**Hay Forks.**
—**Barley Forks.**
—**Manure Forks.**
—**Barn Forks.**
—**Potato Forks.**
—**Spading Forks.**
—**Potato and Manure Drags.**
—**Hoes:** Garden, Field, Turnip, Carrot, Mortar and Dutch, etc.

"SAMSON"
Selling Features

(1) The Handles are made from the highest grade of Canadian Second Growth White Ash especially selected for these goods.
(2) All Forks are made from hammered drawn steel, oil tempered, carefully and severely tested before leaving the factory, thus reducing to a minimum the danger of breakage in use, an item of interest which cannot be too often repeated in making sales.
(3) The Tines of the Manure Forks are properly hung, something the user appreciates. The same may be said of the Hay, Spading, Straw and Barley Forks.

That Count

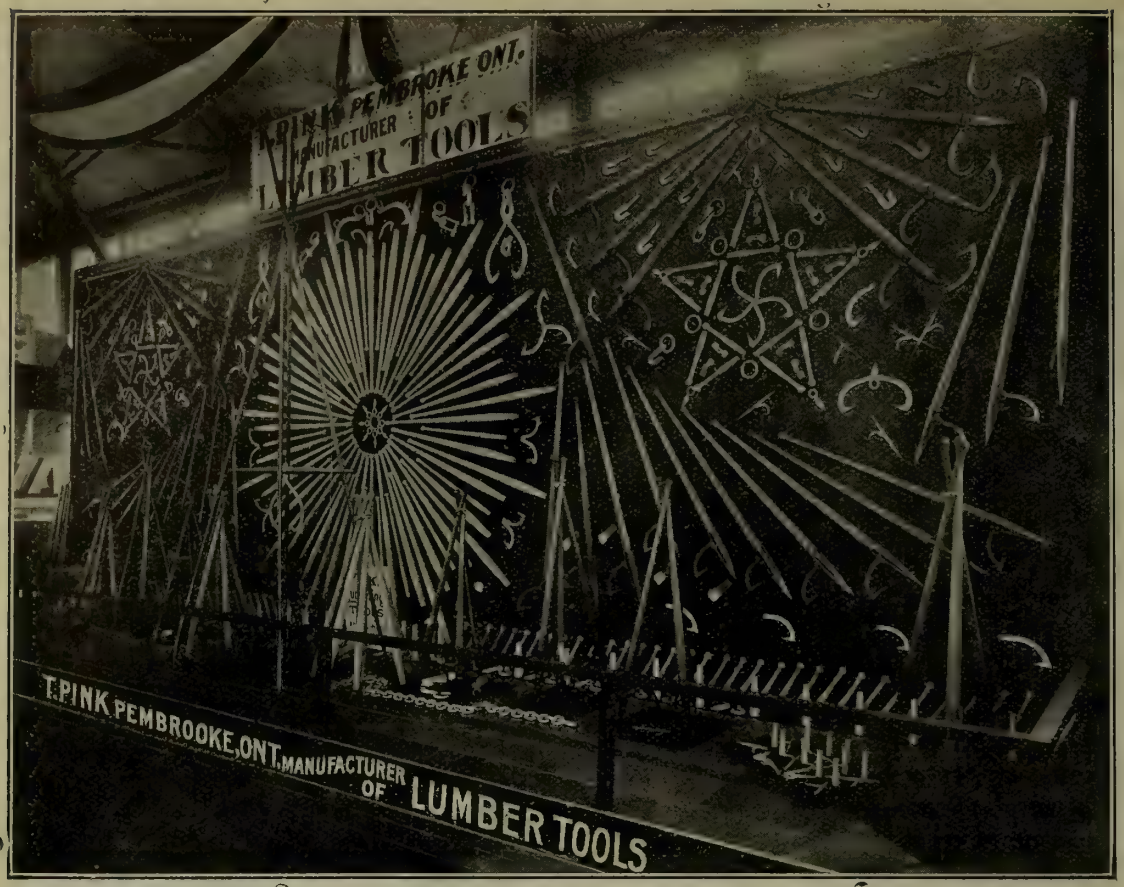
(4) The Turnip Hoe Blades are all carefully adjusted, enabling the user to draw and push back the soil, for which purpose a Turnip Hoe is designed. Also note the shape of the handles.
(5) Field and Garden Hoes. These are welded and proportioned so that the pull comes from a point near the centre of the blade.
(6) A nail is driven into the ferrule and through handle, therefore eliminating the danger of ferrule coming off. All Hoes are sharpened.
(7) Each Handle is wrapped in a paper bag, insuring clean goods for stock.



H. S. Howland, Sons & Co., Limited

We Ship Promptly. WHOLESALE HARDWARE TORONTO **Our Prices are Right.**

Graham Nails are the Best!



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

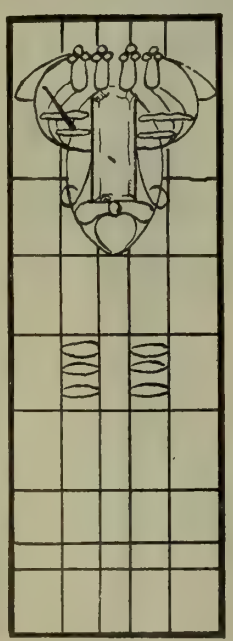
We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



Design No. 915, Supplementary Catalogue.

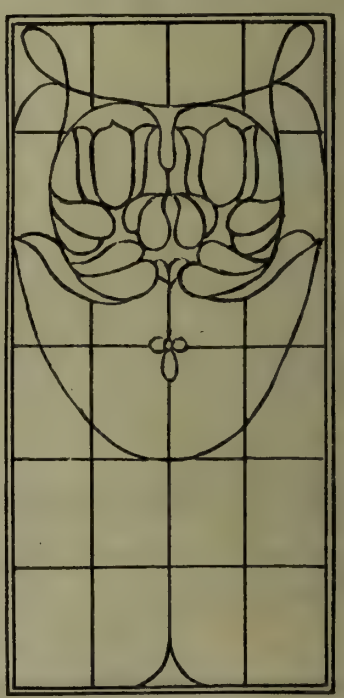
LEADED ART GLASS

Send us your next order for Leaded Art Glass, that you may be convinced that we are abreast of the times in quality of workmanship and designs.

Orders for glass, other than manufactured, can be shipped same day as received.

Our large stocks of SHEET WINDOW GLASS are second to none in quality and Quantity.

Send us a Trial Order



Design No. 902, Supplementary Catalogue

The Hobbs Manufacturing Co. Limited

Factories and Warehouses

TORONTO LONDON WINNIPEG

Export Trade

Represents the Great Future Market for American Goods

Manufacturers that cultivate the field **NOW** are assured of the largest share of this trade in the future.

Our service, the greatest single power in Export Trade, enables manufacturers to get their products prominently before the trade abroad. An efficient service, covering all export markets at minimum of expense.

The aim of the **American Exporter** is and has always been the up-building of a world-wide demand for American machinery and goods. Issued in two editions each month, one in English, and other in Spanish **(Exportador Americano.)** The two together cover all countries that import American goods.

It is the only journal of foreign circulation which regularly publishes its exact circulation every month in its editorial pages.

Stronger evidence of the AMERICAN EXPORTER'S strength in its chosen field could not be brought forward than the phenomenal growth in its advertising pages during the past three years. The AMERICAN EXPORTER in net volume of advertising business carried three years ago 52 pages of net advertising; two years ago 88 pages; one year ago 116 pages; carries to-day 122 pages. Its number of regular advertisers three years ago was 325; two years ago 400; one year ago 550; and to-day 650. It is seen that notwithstanding a "panic," there is a growth in the last 12 months.

An increasingly important feature of the **American Exporter** is the Foreign Trade Service maintained on behalf of its advertisers. This service includes the sending of our representatives into foreign markets to study conditions in the interest of our clients, the furnishing of selected names of possible customers or agents in any country, commercial ratings on prospective foreign customers, translation of foreign correspondence from and into any and all languages resulting from or pertaining to the advertiser's announcements.

Representative space regularly in the **American Exporter** gives you all the export advertising you need, for this publication covers every foreign market for your goods. This publicity. coupled with our Foreign Trade Service, provides you with the necessary facilities for conducting intelligently an export trade.

May we send more particulars?

AMERICAN EXPORTER

135 William Street, New York City

Established 1877 **Conducted by Export Specialists**

Crescent Brand

Registered



DON'T BE "AN EASY MARK"

Any jobbing house can tell you that there are dealers here and there who will take anything at all; good, bad or worse, with no regard for brand or quality just so long as it is the "article" they ordered from the traveller.

Of course, we all know that if it wasn't for this class of merchant the manufacturer of inferior goods would go out of business—but, Mr. Merchant, don't you let anybody think for a minute that you're that kind of a business man.

You don't intend to be a "dumping ground" for these inferior goods.

When you want a Hinge, you want the very best kind of a Hinge—

A CRESCENT BRAND HINGE

The up-to-date Hardware man knows what he has to pay for and doesn't take chances. There are several kinds of Hinges and Butts, and those of quality and merit bear the "Crescent Brand."

Canada Steel Goods Company, Limited

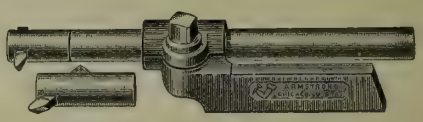
MANUFACTURERS - - - HAMILTON, ONTARIO

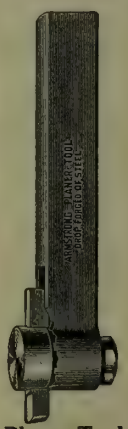
ARMSTRONG TOOL HOLDERS

THE WORLD'S STANDARD LATHE AND PLANER TOOLS



Patented Feb. 28, 1893.





Planer Tool

NOTE extra large tool steel set screw and REINFORCED support under the cutter.

THEY GIVE INCREASED CAPACITY AND LASTING QUALITY.

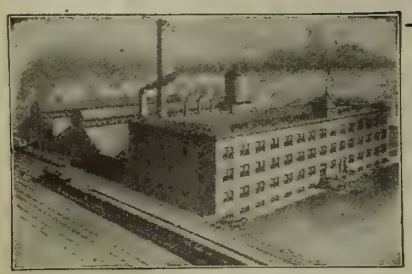
First Cost of Forged Tools is 60% Higher than Armstrong Tool Holders.

This is our new IMPROVED

PACKER RATCHET DRILL

We make the most complete and best line of Ratchets on the market.

Write for special circular and prices.

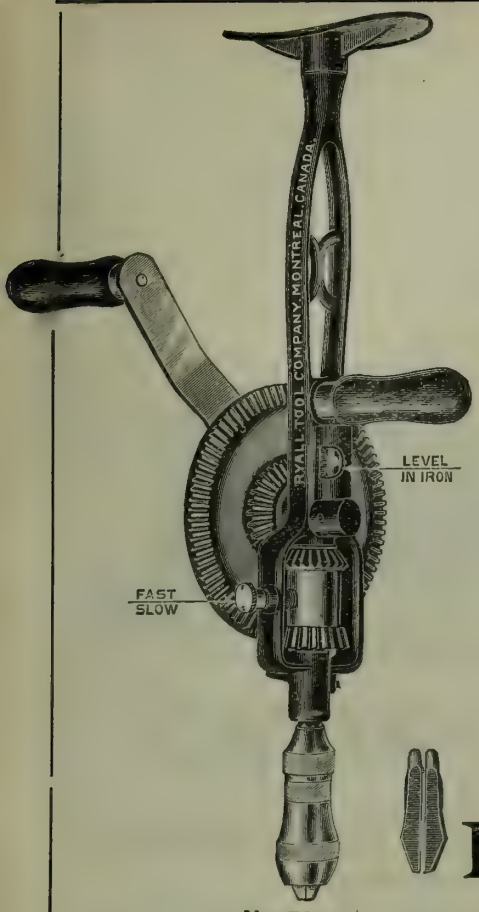


Do you want our new Catalog? It's a Tool Holder Encyclopedia.

Armstrong Bros. Tool Co.

"THE TOOL HOLDER PEOPLE."

106 N. Francisco Avenue, CHICAGO, U.S.A.



No. 70

No. 70 Breast Drill

Manufactured by

Ryall Tool Company, Montreal, Canada

RYALL TOOL CO. Breast Drill is carefully designed and proportioned, durable, easy working and strong.

FRAME--Finished in black and yellow enamel.

HANDLES—Polished Hardwood.

BREAST PLATE—Adjustable to any position.

GEARS—All gear teeth cut from solid metal, and the small pinions from rolled steel bars. Double gears equalize the bearing.

CHUCK—Nickel-plated with knurled sleeve, holding round or square shank drills. Two (2) pairs of jaws supplied with each drill.

LEVEL—Is set in perfect alignment with the chuck and handle, which enables the drill to be held true. It is set in solid iron where it can be seen while in use, and is protected from all but intentional injury.

SPEEDS—Two speeds, one approximately three times faster than the other; readily changed to fast or slow by turning the knurled nut on the frame marked "F" and "S," at the same time turning the large gear slowly so the clutch may drop in.

SPINDLE—Runs in case-hardened, anti-friction cone bearing.

Length: 16 inches over all. Weight: 61 lbs. per doz.
Packed one drill only in a linen reinforced cardboard box.

Write for Catalogue.

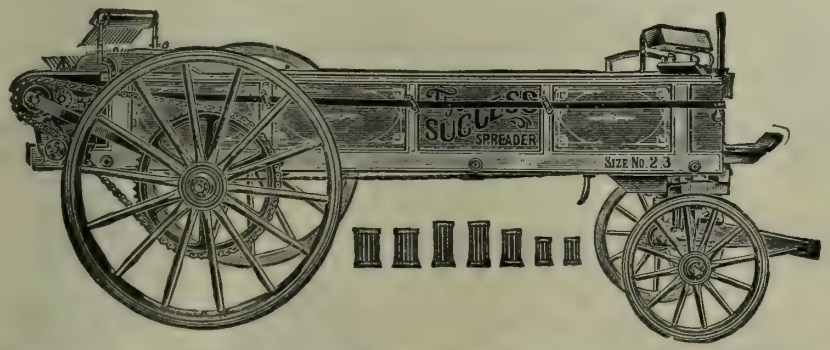
DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

Live Hardware Dealers Everywhere

are beginning to appreciate the implement business as one that can be successfully and profitably handled in connection with their regular hardware lines.

We have a line of goods which will warrant your confidence if you have or intend to branch out along the implement line. Our goods are well and favorably known, and are kept before the agricultural community through the medium of all the leading farm papers.



We supply the following goods

Success Manure Spreaders
Walking Plows of every description
Single and Double Riding Plows for Ontario and the West

Grain Grinders, Disc and Drag Harrows. "Leader" Scufflers. Pulpers, Agricultural Wheelbarrows. Also the famous Thom's Blower, Ensilage Cutters.

These goods can be and are being profitably handled by many of the leading hardware men.

We solicit your inquiries and will be glad to send a traveller to talk the matter over.

The Paris Plow Co., Ltd., Paris, Ont. *Western Branch Winnipeg, Manitoba*





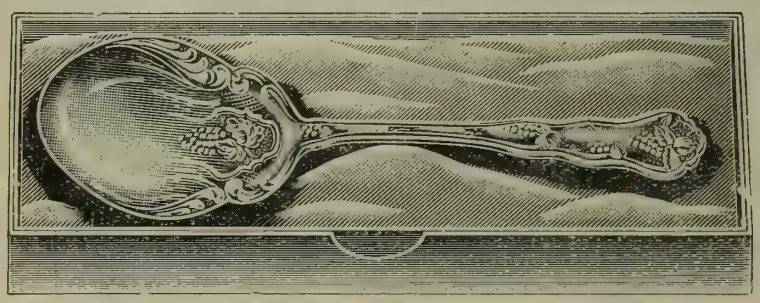


Catalogue and discount sheet sent on application.

JENKINS BROS., LIMITED

BRANCH AT
95 QUEEN VICTORIA STREET
LONDON, E.C., ENG.

OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
MONTREAL, QUE.



Pretty Grade Pattern of

BERRY SPOON

One of our choice lines

We make these goods in standard A1 plate and with silver or gilt bowl. In appearance, finish, elegance and durability there is nothing to equal them. They are great trade builders and custom catchers.

ORDER FROM YOUR JOBBER

THE McGLASHAN CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

More "Favorite" Churns

are sold in Canada than all others combined. Isn't that about the best possible proof that the "Favorite" is known throughout the Dominion as the best churn to buy—and the best for the dealer to sell?

Light, rigid base—roller bearings—convenient, easy drive--bolted trunnions—splendid finish—these are some of the features that have given the "Favorite" its big lead, and that make it the most satisfactory churn for you to handle.



David Maxwell & Sons - St. Marys, Ont.

ARE YOU INTERESTED IN REDUCING YOUR BATTERY BILLS ?

Order a SECONDARY GENERATOR

A practical substitute for batteries—lasts a life-time.
For 100-125 volts, A.C. system, giving 6-12-18 volts on low side.
Insulated for 2,000 volts.

The R. E. T. PRINGLE CO., Limited
Winnipeg Montreal



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.
Fitchburg, Mass.
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



NO TANG TROUBLES

When You Use The

"Norka" Two Grooved High Speed Twist Drill

(THE DRILL WITHOUT A TANG)

because in making the Drill a piece of the stock is left untwisted and serves as a shank.
The Drill is held in the chuck by a pair of jaws, fitting the grooves of the shank perfectly and securely locked.
This Drill is twisted while hot from "W. & B." High Speed Steel, therefore the grain of the steel is not disturbed in any way, consequently the Drill has great strength.
Tempered by our special process and ground to size.
Write for Catalogue No. 72—shows all "W. & B." High Speed Tools.

TRADE MARKS W&B

The Whitman & Barnes Mfg. Co.

Canadian Factory and Sales Office: St. Catharines, Ontario

We Want Structural Steel Salesman

This is a plain, direct statement and we mean exactly what we say. Mr. Hardwareman, this should be a line that appeals directly to you. Your close connection with the building business gives you an intimate insight where structural steel can be sold. No need to carry a stock—just a little foresight and energy to place orders. We will help you. Our proposition is one that will interest you.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

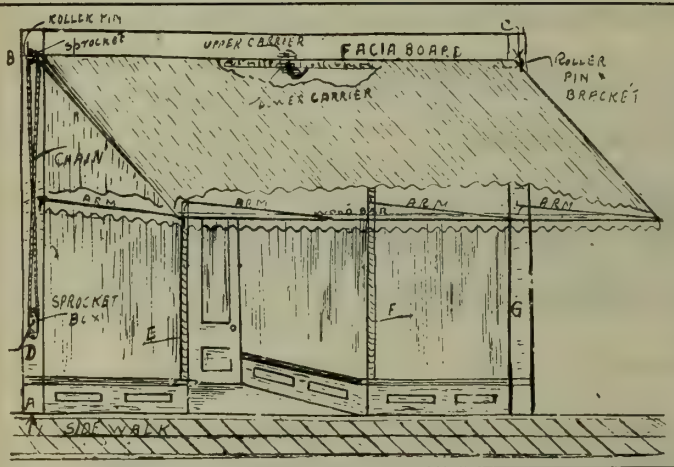


COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



JUST WHAT YOU REQUIRE

STEEL ROLLER BARTLETT AWNING

The action is smooth and even. The roller is made of three-inch tube, and is used when the store front is over 16 and up to 26 feet.

When awning is rolled up the ends fold up as in the pulley awning.

Write us about quotations; also measuring instructions if you do not know

WM. BARTLETT & SON
20 ADELAIDE ST. WEST, - TORONTO, ONT.

We have an excellent proposition for hustling agents.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

ECONOMICAL FENCING.

"Neptune Unrivalled" Wire,

	Breaking Strain	Length per 100 lbs.
"NEPTUNE URIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
"NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire, 10g.	720 lbs.	679 yds.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY.

When properly erected it will last a life-time without sagging in summer, or snapping in winter. Owing to the greater length per cwt. in this wire, you can save 60 per cent. as compared with ordinary wire, and get a better wire.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, Mulheim-on-Rhine.

For particulars apply to Watson Jack & Company, Montreal.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

The "BUCO" Garden Cultivator

Patented ***HANDLE 4½ FT. LONG***



We claim a person can do more weed killing and cultivating the two essentials in growing things with a "Buco" than with any other hand tool made, and do it ea-ily. Our claim is backed by a guarantee that every one tried will prove it, or we will take it back and refund price.

Sold by Hardware Jobbers.

Manufactured only by

BAILEY-UNDERWOOD CO., LTD.
NEW GLASGOW, N.S.



SELL

Royal Metal Polishes

NOW

Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of Metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa General Supply Co. of Canada, Ltd. Winnipeg H. W. Glassco & Co. Vancouver Wm. Erichsen & Son. Halifax J. C. Calder. Sherbrooke E. H. Bowen. And all dealers.

"Always Reliable"

Gasoline Combination Blow Torches

(Patent Applied for.)



furnished with our adjustable soldering iron holder, which can easily be removed when not required, and has an advantage over old style stationary kind which are often in the way. Also has our "never leak" pump, plunger of which screws down. Made in two sizes, pints and quarts, with or without the soldering iron holder either round or flat shaped tanks. Packed, one each in a wooden box, properly labeled. Write for our catalog No. 10, on Furnaces and Torches, also catalog No. 5 on full line Plumber's Tools, etc. Can be obtained from any jobbing house in Canada.

OTTO BERNZ
13th St., Newark, N. J.

THE "SPECIAL" SAW SET



MY TRADE ⊕M⊕ MARK ON ALL MY GOODS

FULLY WARRANTED.

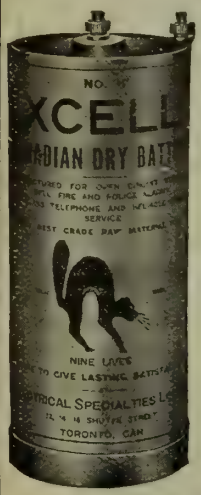
This saw set is used to set hand saws of all kinds, and can be used by an inexperienced person with as good results as by the most experienced mechanic.

Buy through your jobber and if he hasn't got them write us.

CHAS. MORRILL, 271 Broadway, NEW YORK

John Canuck Licked Uncle Sam

In the manufacture of Electric Dry Cells.



Canadian XCELLS are better than any imported Dry Battery.

They certainly show NINE LIVES.

SHE NEVER SLEEPS, THE BLACK CAT.

Dealers who handle XCELLS make money.

Prompt Shipments from FRESH stock.

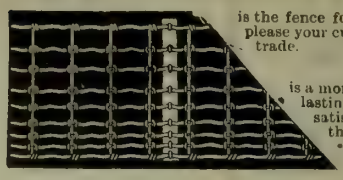
Write US for prices.

LEWIS BROS., Limited

Montreal

The house which handles satisfactory goods only

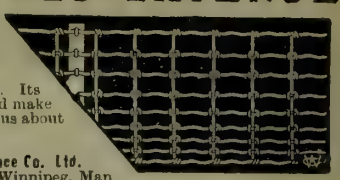
THE FENCE THAT SAVES EXPENSE



is the fence for you to sell, because it will please your customers and increase all your trade.

PEERLESS

is a money and time-saver for farmers. Its lasting qualities save repair bills and make satisfied customers for you. Ask us about the profits on Peerless Fence.



The Banwell Hoxie Wire Fence Co. Ltd.
Dept. J. Hamilton, Ont. Winnipeg, Man.

Handy around any House, Store or Farm. Capacity 500 lbs.

Buster Brown
Children's Express Wagons

Successfully handled by the hardware trade throughout the Dominion.

Sizes: No. 1 (solid), No. 1 (spoke), No. 2 (spoke), No. 3 (spoke), with runner attachments.



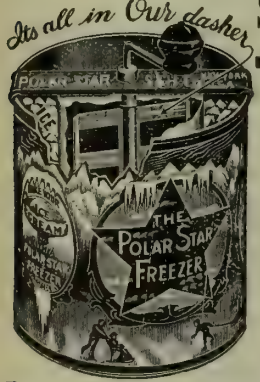
Made in Canada

The Woodstock Wagon & Mfg. Co., Ltd.

WOODSTOCK, ONT. Makers of Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs

THE JAMES STEWART MFG. CO., Ltd., Winnipeg, Man.
Western Representatives

THE ORIGINAL ALL METAL "POLAR STAR"



ICE CREAM FREEZER

The Best

The Least Expensive

The Most Satisfactory Freezer Made

Makes Smooth Delicious Ice Cream in from 5 to 10 minutes.

Circular and Full Description from your Jobber or

Smith Hardware Co., Limited
2 and 4 Lemoine Street
MONTREAL, Can.



PAGE WHITE FENCES

Get the Best. Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.

THE PAGE WIRE FENCE CO., LIMITED
Largest fence and gate manufacturers in Canada

WALKERVILLE TORONTO MONTREAL ST. JOHN VANCOUVER VICTORIA 223

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied
You'll be, Too!

The Beardwood Agency
313 New York Life Building - MONTREAL



THE DILLON HINGE STAY FENCE

is the best for you to sell

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It has joints in the upright at every strand wire and will give under pressure without bending the stays. It will spring back to place when the pressure is removed. It is made with stays 6, 12, 18 and 24 inches apart. It is a square mesh, is flexible and no more expensive than the inferior kind.

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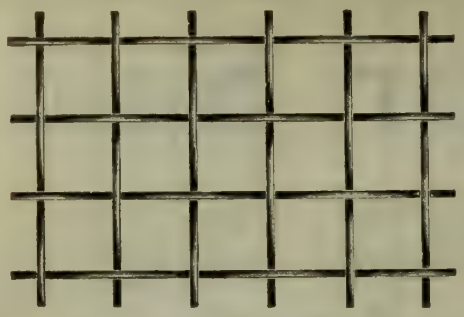
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Other widths and meshes made to order.

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DID YOU EVER FIND MONEY ROLLING UP HILL?

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Packard Building, - - MONTREAL

Mensuration for Sheet Metal Workers

By WM. NEUBECKER

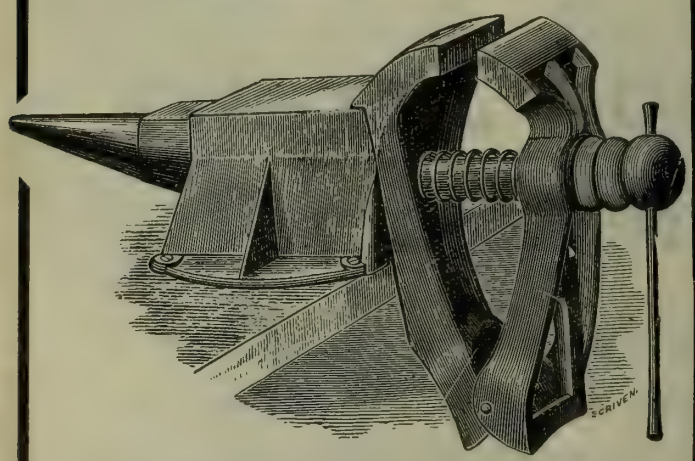
All Sheet Metal Workers are aware of the numerous problems arising in finding areas, dimensions and capacities of products turned out from the shop- hence the value of this book, giving the principles of the art of measurements as applied in working ordinary problems in shop practice. It gives the methods for finding the length, areas and volumes of geometrical forms, pipes, etc. Every Mechanic, Shop Foreman and Apprentice should have a copy.

51 PAGES PRICE 50c. 70 FIGURES

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front Street East Toronto, Canada

Combined Anvil and Vice

For Farmers and Mechanics

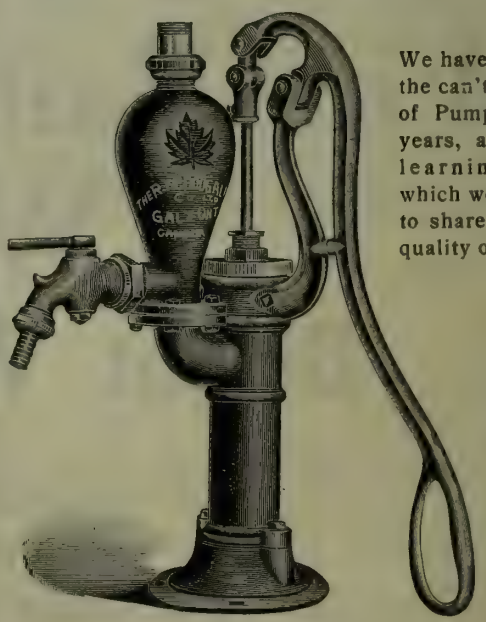


The top surface of anvil is planed which gives a perfectly smooth face. The nose is round and tapers to a point. Size of top surface 3 x 5 inches.

The jaws of vice are steel faced. The stem is threaded and screws into a malleable nut set in the anvil. Very handy for repair work.

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We have been making the can't-be-beat kind of Pumps for many years, and are daily learning something which we are anxious to share with you in quality of our goods.

McDougall Pumps are Standard, have been and will be Standard if honest attention to detail has the usual reward.

Always remember that "Aremacdee" is a guarantee of all that is latest and best, and Catalogue explains.

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Galt, Canada LIMITED

A Guide to Demonstrating Asbestos Sad Irons

Every ambitious salesperson is anxious to learn all he can about the articles which he tries to sell. Selling without knowledge of the goods is like fishing without a hook.

For the assistance of salespeople who are interested in their profession, we have prepared a talk on the selling points of Asbestos Sad Irons.

Concise and Precise

There is no useless verbiage about this "Guide to Demonstrating," but straight, pointed selling talk that gives the facts and leaves it for the salesperson to supply the personality.

Develops Salesmanship

Nothing helps a salesperson to acquire the knack of "cashing in" the goods on the shelves like knowing just why those goods will be of service to customers. The "Guide to Demonstrating" will not only give you a line on Asbestos Sad Irons, but will also show you how to pick out the talking points of other articles. Before you forget it, write a postal asking for the "Guide" to

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DIAMOND BRAND FITTINGS

They are known to every Steam and Gas Fitter in the business as standard, reliable and dependable goods—the kind that will not disappoint or show any evidence of faulty workmanship, threading or finish.

No sand holes in the "Diamond" brand

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Largest Manufacture s of Mixed White Metals in the World.

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Long Life, Efficiency, Reliability

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SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST

SIXTY-NINE YEARS



HENRY DISSTON & SONS

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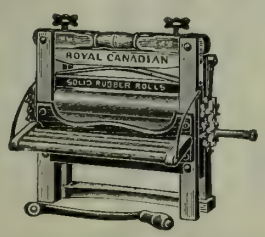
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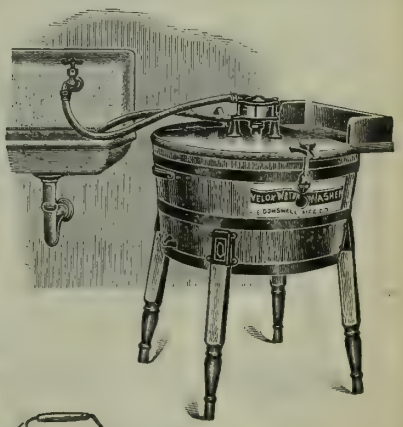
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Tell us what you are in the market for
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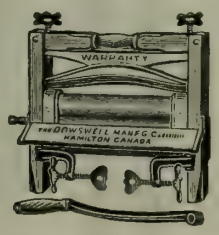




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CITY WATER runs it while you rinse and hang out.

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IT saves your time and strength so that you can iron the same day. Pays for itself many times over by its saving on the clothes.

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The "EXCELLO" MOTOR IS placed exactly CENTRAL over LOAD, a result we secure by the novel construction of our device; the cylinder moves instead of the piston, which is the reverse motion commonly used on all motors.

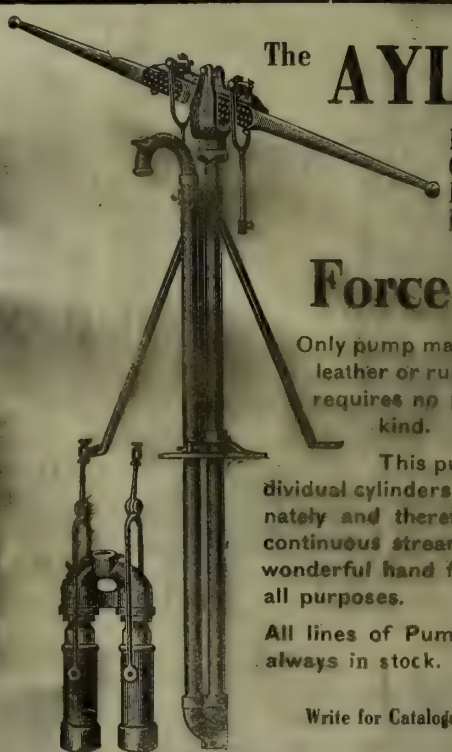
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HORSE POKE
The only Poke that will stop a horse. Ask your Jobber, or write
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Write us for feed cooker and steel ladder catalogue

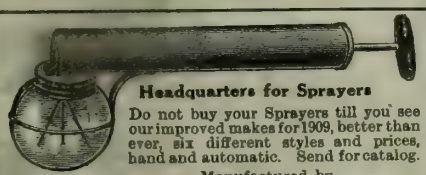
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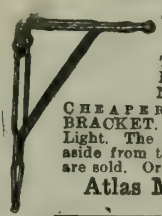

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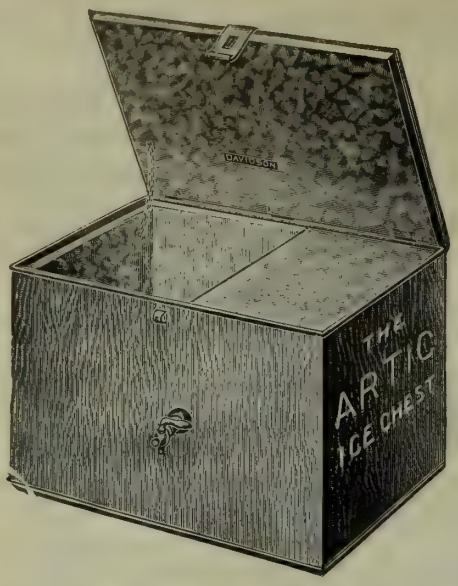
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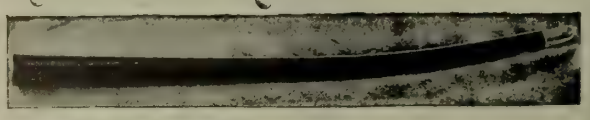
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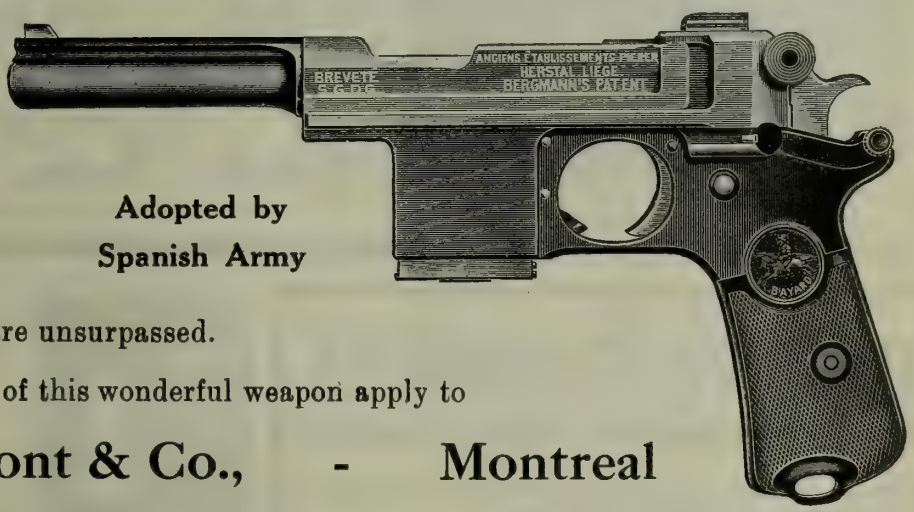
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This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of The Rut"; 'How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 259 pages. Net, $1.00. By Mail, $1.10.

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The simplest, safest and strongest Automatic Pistol made. Its accuracy, its penetration and especially its stopping power (energy) are unsurpassed.

For particulars of this wonderful weapon apply to

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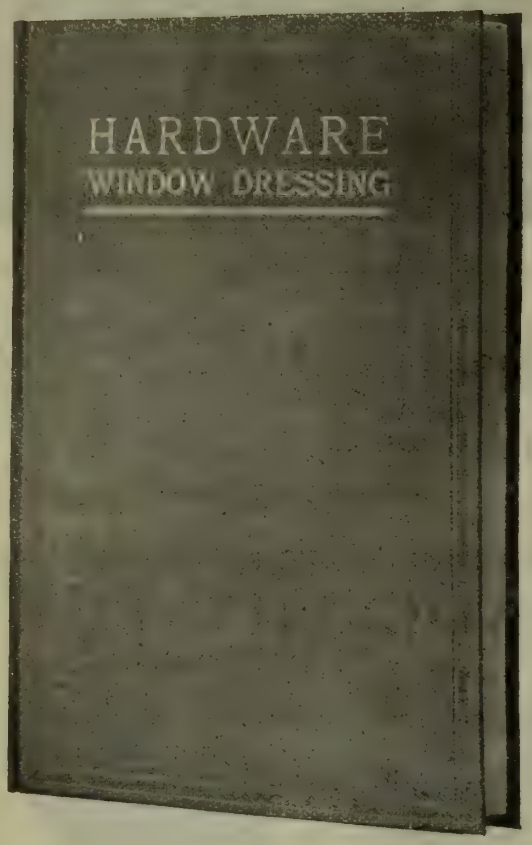
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have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

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will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



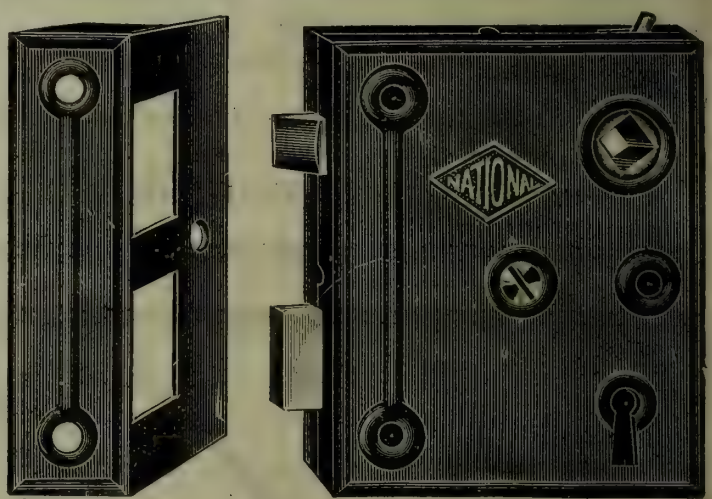
Montreal, Jan. 21st, 1909
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Gent'emen:—I have your favor of the 16th inst., and beg to advise you that the "Zephyr" Ventilator which you supplied to me in September, 1908, has given entire satisfaction.

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of Allan Royal Mail Steamers
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Dealers' catalog and samples mailed free on request.

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Alcohol Gas Stove

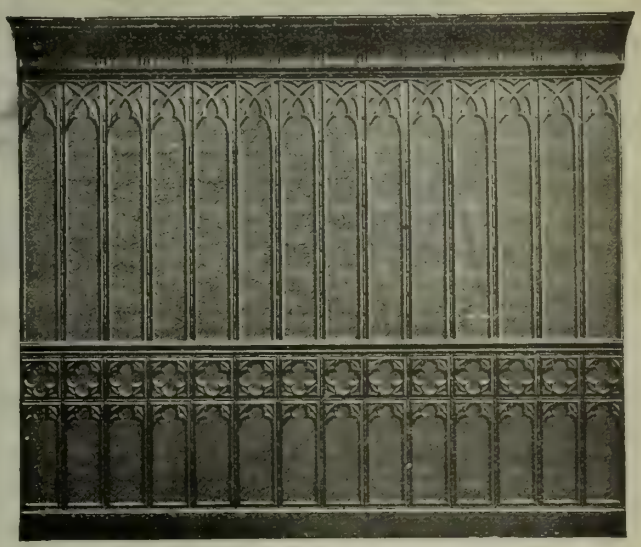


Perfect Combustion

You can use any of our chafing dishes with this stove, which is safe, economical, clean and convenient. The combustion is perfect, and anything that is to be cooked can be done on this improved stove. Are you handling them?

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Canadian Representatives:
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Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co LTD.
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HOTEL DIRECTORY.

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This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

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This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

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Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
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¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
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IT IS IMPORTANT

When you are ordering
Ejectors to specify

"PENBERTHY"

IF YOU WANT THE BEST THERE IS

¶ The "PENBERTHY" *lifts* farther and *elevates* higher than any other make. It always gives the best of satisfaction. :: :: :: :: :: ::

STOCKED BY ALL LEADING JOBBERS

MANUFACTURED BY
PENBERTHY INJECTOR CO.
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WINDSOR - - - - - - - - - ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

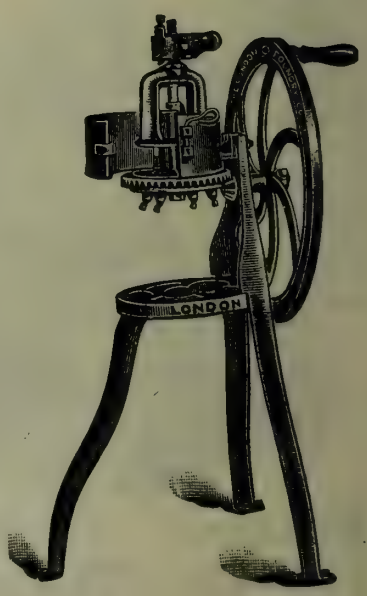
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

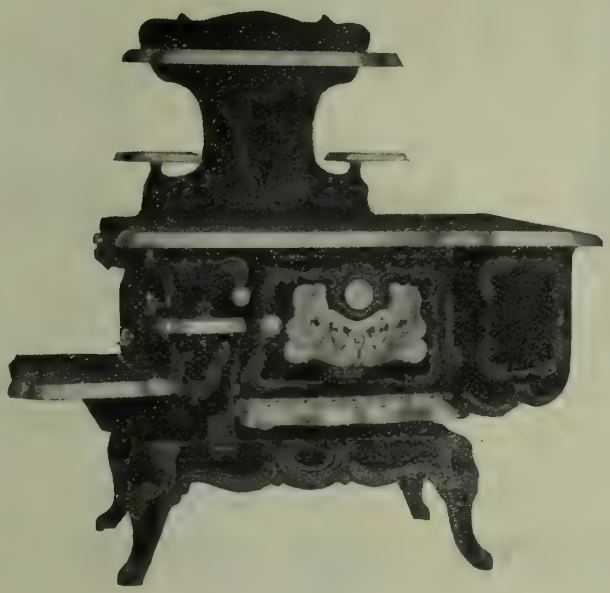


Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

The Sterling Range



Every Stove Dealer

is interested in the latest and best ranges on the market.

In the STERLING we have a range which is made in three sizes, and it is, therefore, suitable fore ither City, Town or Rural requirements.

This is the ideal range for your four-hole range business, as it has more good points and selling features than any other range in its class.

Send for our stove and furnace catalogues, and get our prices before placing your Fall order. Our prices will interest you.

The Down Draft Furnace Co., Limited

Galt **Ontario** **Canada**



BANNER
TRADE MARK.

DO IT NOW

By placing your orders **NOW** for "**BANNER**" Cold Blast Lanterns, you insure yourself against being short of them when they start to sell.

"BANNER" C. B. Lanterns

have the reputation, because they are **HEAVY, WELL MADE,** and have many points of **SUPERIORITY.**

YOUR JOBBER HAS THEM.

Manufactured by

Ontario Lantern and Lamp Co., Limited

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Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.

Note the 8 Large Links For Adjustment

Each Tie Adaptable For Bull, Cow or Calf



THE STANDARD CANADIAN

COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONTARIO.

When the BEST costs no more, Can YOU afford to give your Customers an inferior Cow Tie?

Compare the "NIAGARA" Cow tie with others. It is 10 to 20% stronger, it has EIGHT ADJUSTMENT LINKS — others have four — making it unnecessary for the dealer to carry so many sizes.

EVERY LINK formed on the principle of the SQUARE KNOT making the STRONGEST CHAIN EVER PRODUCED

ONEIDA COMMUNITY, Ltd.

NIAGARA FALLS, ONT.

The Royal Record Steel Range



has a body of **20** gauge polished steel.

The oven **18** gauge dead flat Southern Cross.

If you are a judge of iron this will appeal to you

The castings in this range are on a par with the other material.

The Top is anchor plate style and polished. Nickel trimmings, as shown in picture.

The fire box is built in two styles. One of these is interchangeable from coal to wood, and will burn wood 28 inches in length. We can tell you more talking points.

Write us *This range will sell itself*

RECORD FOUNDRY & MACHINE CO., LIMITED

Factories: Montreal and Moncton, N.B. **Sales Agencies at Toronto, Winnipeg, Calgary, Vancouver, St. John's, Nfld**

There could be no greater tribute



to the quality of the Bear Lamp Blacks than that paid annually by the largest Paint Grinders in the Country by placing their contracts with us.

Made only by the Largest Makers of Fine Lamp Blacks in the World **Wilckes Martin Wilckes Co.** For sale by jobbers in paints

E. FIELDING - - - *Agent for Ontario*

WHOLESALE QUANTITIES ONLY

Service + STABILITY = McClary's

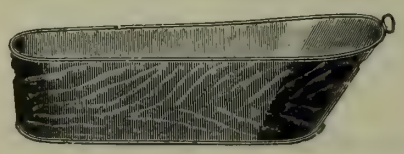
Water Coolers



The water compartment of this line is made of galvanized iron. Space between water compartment and outside body, filled with non-heat-conducting material. Nickel plated tap of durable make.

Children's Baths

Oval oak grained with heavy wired edges. With Summer Resorts looming into prominence, trade will hum in this line.



¶ By experience, by location, by plant, we are equipped to handle your TINWARE NEEDS.

¶ Seven and a half acres of plant enable us to do big things in the way of output.

¶ Sixty-two years' experience qualify us to say we have the "last word" in scientific tinware making.

Filling Orders is no trouble to us.

Sprinklers



with cleanable zinc Roses. Made in a variety of sizes.

With the coming of grass, comes the need of Sprinklers. A window display of the McClary line will bring its own reward.

Garbage Cans



Here we show our new line—a strong heavy galvanized barrel with patent removable protector.

Supplied with or without covers. Made in three sizes.

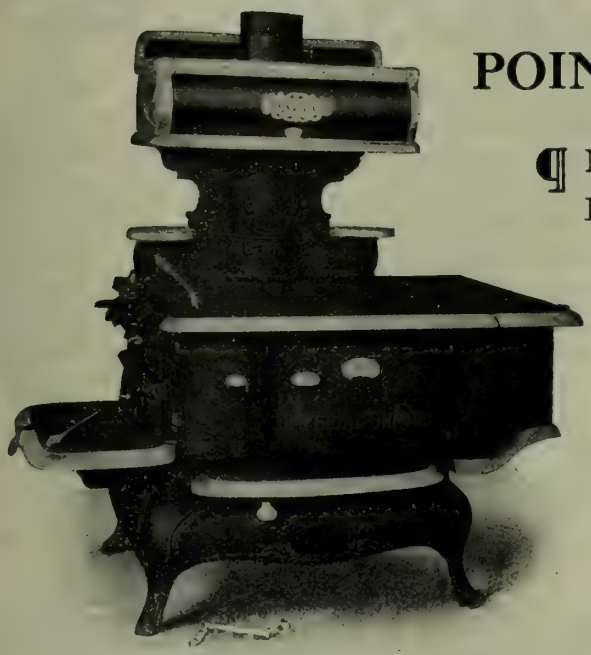
Think over Trade Possibilities In These Lines, then Write

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John Hamilton Calgary

THE IMPERIAL-OXFORD RANGE

"THE BEST THAT'S MADE."



POINTS TO MEMORIZE ! !

¶ New reversible grate, with interlocking teeth.
Divided flue strip—perfect oven heat.
Oval fire-box---no corners for clinkers to lodge in.
Removable linings and grate---burns coal or wood.
Nickelling lifts off---easy to keep clean.
Automatic hearth---saves ash spilling.

Gurney Foundry Co., LIMITED.
TORONTO

WINNIPEG CALGARY EDMONTON
VANCOUVER HAMILTON MONTREAL

MAKING KNOWN THE MERITS OF
The JOY MALLEABLE RANGE

That is what we are doing from week to week and that is what we want you to do, Mr. Dealer. It is the range of quality, finish and durability. The frames, angles and ovens are finished in aluminum, which preserves surface from rust, will not burn off and can be cleaned with soap and water. The doors, panels, brackets, drafts, tea-shelves and towel-bar are nickel-plated.

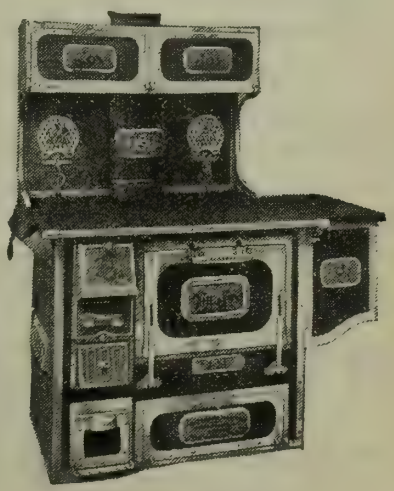
These sizes are ready:

No 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.

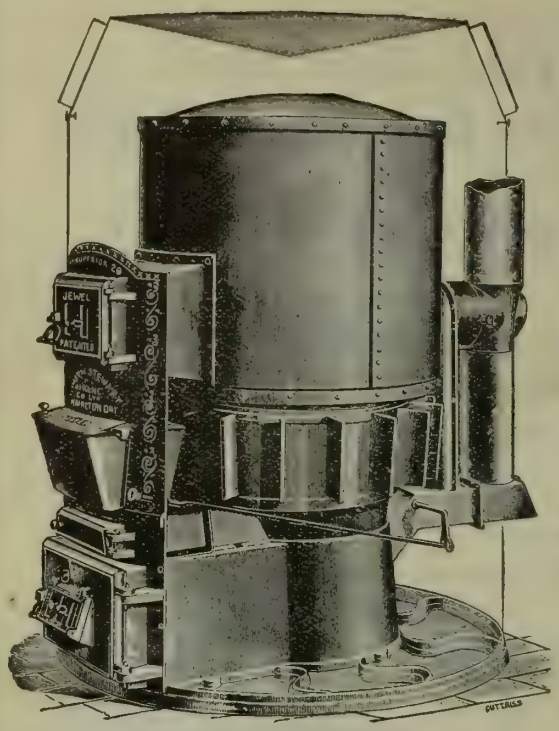
Shipping Warerooms in Toronto, Winnipeg and Vancouver.

The Canadian Heating & Ventilating Co. LIMITED
Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry & Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.



The Joy Malleable



200 SERIES

SUPERIOR JEWEL FURNACES

Made in great variety of sizes and styles. We make Furnaces to suit all buildings. The Furnace shown here is our 200 Series with COMBUSTION DOME and REVERSE DRAFT PIPE. All Superior Jewel Furnaces are fitted with our REVOLVING BAR GRATES and FLANGED FIRE POTS. The Grate Bars are fitted in a Movable Frame and can be taken out the Ash Pit Door for repairs. The Flanged Fire Pot is much superior to the plain pot as it has a larger Heating Surface and will not crack as easily as the plain pot. The Ash Pit is large and roomy and fitted with Ash Pan.

WRITE FOR OUR ILLUSTRATED FURNACE CATALOGUE

The Burrow, Stewart & Milne Co., Limited

HAMILTON - ONTARIO

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

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SPRINKLERS

Japanned, Galvanized or Plain Tin



All sizes. With fast or detachable rose. Get your summer stock in now.

E. T. WRIGHT & CO.

HAMILTON, ONT.

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.



New Metal Worker Pattern Book

By G. W. KITTREDGE

All Tinners, Cornice Makers and Students should have a copy of this work, which presents a thorough course in pattern cutting, from the simplest to the most complex patterns.

Principal Contents include:

Terms and Definitions.
Drawing Instruments and Materials used by Draughtsmen.
Linear Drawing.
Geometricles Problems.
Principles of Pattern Cutting.
Pattern Problems, Mitre Cutting, Flaring Work and Triangulation.

430 Pages, 744 Illnstrations, Size 10"x13"

PRICE $5.00

MacLean Publishing Company

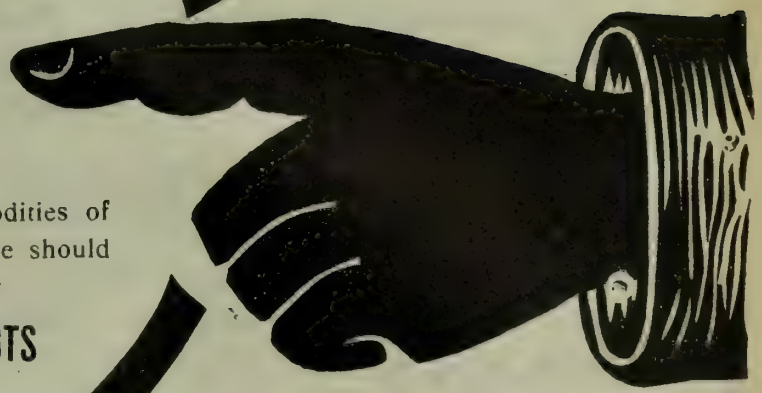
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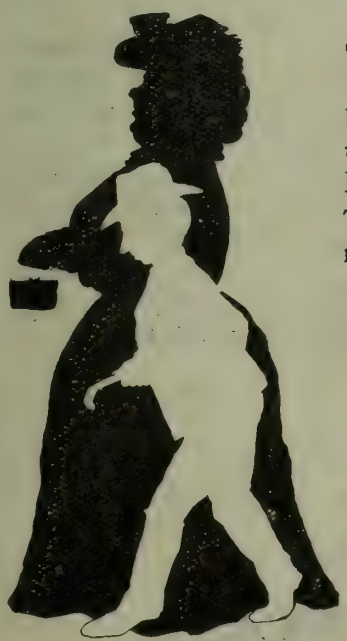
ANYTHING
IN
STEEL
OR
WIRE

We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL



"Quality" PLUMBING GOODS



There is a vast difference

between the ordinary compression tap and the J. M. T. Cushion Disc Faucet.

The ordinary tap generally commences to leak soon after use, either at the outlet or around the spindle.



J.M.T. Cushion Disc Faucet

The construction of the J. M. T. Cushion Faucet is such that under ordinary care they last for years without requiring repairs.

The double-disc feature permits tight closing at minimum pressure. Improved packing gland prevents leak at spindle. The cost is little more than the "Common Tap."

Made for Basin, Bath, Laundry and Sink.

Use them for your best work, or anywhere where you want durability.

The James Morrison Brass Mfg. Co., Limited 93-97 ADELAIDE ST. W. TORONTO

KEEP RIGHT ON SELLING

Dominion Ammunition without boosting it, and watch it boost itself. Or stack it up against the best duty-paying ammunition you can buy, and see which lasts the longest.

Dominion Improved and ***Proved*** cartridges and shot shells are every one a graduate from the Dominion System, the newest and severest testing system in the world of ammunition.

YOUR CUSTOMERS WILL DEMAND

Dominion Improved and ***Proved*** Ammunition, because it is *Better,* and because it costs less, being *Made in Canada.* For any size and make of gun, and *Guaranteed Sure.* Ask for catalogue.

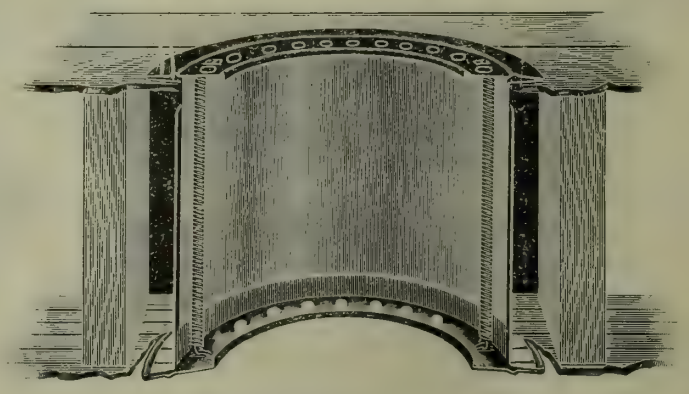
DOMINION CARTRIDGE CO., LTD.
Montreal, Canada

DOMINION
IMPROVED AND PROVED
AMMUNITION

Kemp's Handy Thimbles

JAPANNED STEEL ENDS

The hooks to which the spring attaches cannot become detached, as they are stamped out of the head itself.



The steel heads are well double seamed to the cylinder of the thimble, and consequently cannot become detached through melting solder, or anything of this kind.

N. B.—This Thimble will fit any size floor or wall.

No.	30	40	50	60
Inches	6	6	7	7
Extension	4 to 8 in.	7 to 14 in.	4 to 8 in.	7 to 14 in.
Per doz.	$12.00	$13.50	$12.00	$13.50

1 DOZ. IN CRATE WRITE FOR DISCOUNT

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Investing Business Profits to Advantage

Reader of Hardware and Metal Asks for Advice—Will Surplus Profits invested in an Undeveloped Industrial Concern Ensure Safe Returns—Advised to Spend a Portion of the Profits in Visiting Factories and Conventions, Advertising and Paying Personal Visits to Customers—Bank Balance and Invest in Safe Securities.

By John Bayne MacLean.

Some months ago a subscriber to Hardware and Metal wrote me personally asking advice on what to do with his surplus profits. He had been strongly urged to subscribe for stock in a well-known—through extensive advertising—but new, industrial concern which promised very good dividends. "Shall I put a couple of thousand dollars in this?" he wrote. "If not, how would you advise me to invest the money?"

I had not much faith in the stock, but I handed the letter to the editor of The Financial Post, who is an expert in these matters. He replied that the company in question had undoubtedly a good thing up to a certain point, but so far it had not demonstrated any capacity to compete beyond that point with old established companies, and that of the large sums already paid in, the bulk had gone to the promoters and not to the development of the company.

I sent this information and wrote:—"This concern is one of a numerous class, but better than the average, in which business men are solicited to take stock. They are chiefly financial promotions rather than legitimate commercial businesses. With few exceptions business men with a reserve fund to invest should not touch any shares excepting those of old-established concerns directed by successful, conservative men of high character."

My advice, based on twenty-five years' erperience and observation of men who have made the best successes in retail business is this: If you are in good health and under 50, or even 60, establish a reserve fund of 10 per cent. of your average annual profits. Deposit this in weekly payments in your savings bank. After that you are safer and can make more money by investing your surplus in your own business in the following ways:

FIRST.—Spent part of it in at least two, or if possible more, weeks' vacation each year during which visit the factories of the concerns in Canada and the States whose goods you sell. You can find a list to select from in Hardware and Metal. If you wish, the editor can arrange it for you in advance. You will there meet personally the big men in the trade. You can depend upon getting a cordial reception.. You will see through the works and learn a lot that will be useful to you—you can talk more intelligently to your customers. But, best of all, you will absorb ideas from these men that will help you to be a broader, bigger and better business man yourself in every way. I am taking it for granted, of course, that you take advantage of every opportunity of seeing your wholesaler and his representatives and learning all you can from them.

SECOND.—Never miss the annual gathering of the Hardware Association or any local meeting of the trade in your town, or an opportunity to discuss business with anyone engaged in your particular trade. The cost of attending these meetings is small and the exchange of ideas pays enormously. I have built up the largest publishing business in Canada to-day—and this is not said by way of boasting, but to emphasize my argument—and the basis of this success was the ideas I learned in listening to and taking part in discussions at the annual meetings of the Press Association, which was composed almost entirely of the publishers of country weeklies and smaller dailies. I was then on the staff of a big daily newspaper and was about the only daily newspaperman who attended these meetings. My confreres used to make fun of me and the gatherings were a great joke, but there was then, and there is to-day, more real knowledge of how to run the business—particularly the editorial side of a newspaper—among the small country publishers than in the big daily newspaper offices. I never miss such a gathering if I am in the vicinity. I always learn something worth while from them—something that makes me a more successful business man. I am satisfied that you would get the same results by atending the hardware and stove trade gatherings. I would also encourage and attend gatherings of farmers of your district. There they will learn how to make more money out of their farms and the more money they make the more they will have to spend with you and the other merchants in your town. Perhaps you could encourage competition among them by giving prizes for the farmer who shows the greatest increase in revenue from some profitable department of his farm.

THIRD.—Spend some of your surplus money in advertising in your local paper, if you do not do so now. It will pay good interest and part of the principal back every year. Of course, it must be well done. You will make lots of mistakes at first, but you can get many ideas to supplement your own from the experience of other men. Begin in a small space and gradually increase as your experience shows you how to use it.

FOURTH.—Spend some more of your annual surplus profits on a reliable young man to manage your store in your absence. Then get out and devote all the time you can in the next year or two in canvassing the people in your town and the surrounding country for orders. You will learn a lot from this and you will make a most valuable connection. These people will appreciate seeing you, though they may not admit it to you. You will learn their wants and suggest things that they have not thought of requiring, but which they will want to buy when you tell them about them. When you have this connection properly worked up, send your best clerk out and keep him doing this work in future. You can then spend your time in building up the store trade and in directing and advising him. You will find a lot of lines that you are not now selling in any quantities, but for which you can create a demand among the farmers. For example, there are all kinds of agricultural implements and tools which are not now handled regularly by the trade, but which should really be a department of the hardware dealer's business. There are numerous other similar developments. This will probably eat up nearly all your surplus for two or three years, but it will begin to come back with big profits.

After you are past say your 55th year, you can then begin to withdraw some of your surplus which is now only drawing 3 per cent. in your bank and buy high-class bonds and stocks, or invest in good mortgages at your own door.

Every real business manager realizes the fact that he must pay all he possibly can afford if he expects to keep a thoroughly competent working force, but many of them depend upon the pay alone to hold their men. There is much more to be thought of. The best men will in many cases work for less wages than they could command from other sources if they feel sure that their efforts will bring promotion. Good men are willing to prove themselves to be competent, and to wait for better things, if they feel sure they are not to be disappointed in the end; but bringing one new man in above them shatters all their confidence in a square deal, even if that new man happens to be the son of the manager, fresh from college, and long on athletic knowledge and short on business sense,

Window Displays for Summer Season

Lawn Sundries, Sporting Goods, Camp Supplies, Refrigerators and Freezers all Seasonable Lines for the Window—Novel Window Displays Attract Attention and encourage People to Look at Goods Exhibited.

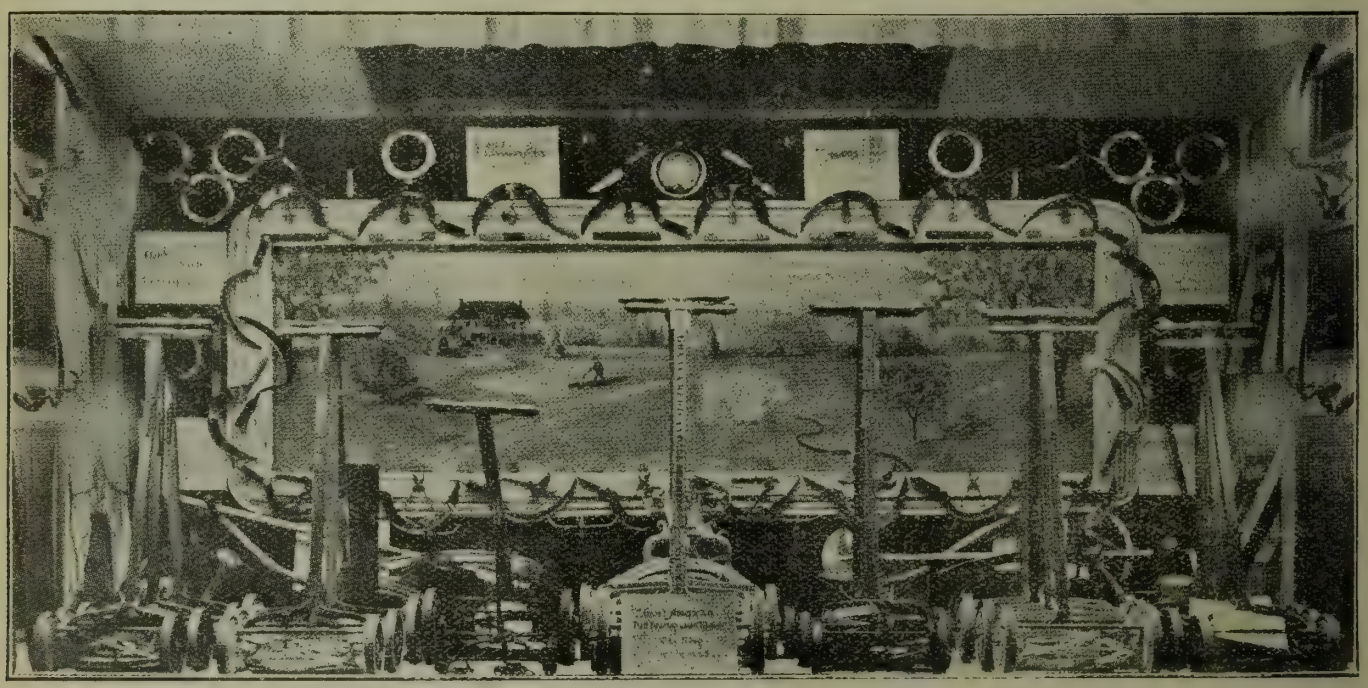
The cool weather up to the middle of June has left some stocks of summer goods in hardwaremens' warehouses and every effort should be made to make these lines move, as money tied up in stock carried over from season to season not only does not draw interest but rather deteriorates, the merchant losing the use of the money, the interest, the loss of storeroom and the loss in the selling value of shop worn goods.

No better means can be taken to make seasonable goods move than the use of attractive window displays backed up by advertising in the local newspapers, prices being named whenever possible, as nothing so interests probable customers as price tags on goods displayed or in advertising, this being shown by the success of departmental stores in quoting prices in their ads. and catalogues.

Displays of Lawn Goods.

July and August are the outdoor months and as the weather so far this summer has not been very inviting outside many lawns have been neglected. Consequently there is still time to move out any lawn goods in stock and the accompanying display, one of the best we have seen this season, suggests a very attractive arrangement. Too many trimmers try to overcrowd their displays, but it is best to put fewer goods in the window, have the goods all from one department and change the displays more often.

In the centre of the background in the photograph shown is a water color landscape showing a man operating a lawn-mower on a lawn while in the foreground of the scene, the hose and a lawn sprinkler in full operation. A raised framework of wood one inch by three inches surrounds the scene, and bordering this framework are three layers of hose. Grass hooks, scythe stones, hose nozzles and pruning shears were attached to the framework by the use of small wire nails and furiture nails. The outer edge of the background was covered with black bunting over which was tightly drawn a piece of 1-inch No. 20 poultry netting. An assortment of lawn sprinklers, small garden tools and display cards were attached to the netting by means of window screens, grass shears and grass catchers. Back of the mowers which filled the foreground can be seen scythe stones, snaths, scythes, hay carriers, hose, watering pots, etc. Attached to the roof of the display is a screen door. Seven different brands of mowers were shown.



Display of Lawn Mowers, Hose, Scythes, Sprays, Shears gnd Similar Goods.

Camping Goods for Vacations.

Summer holiday season suggests the class of goods young people will take with them on canoe trips or to the summer resorts as well as the cooking utensils, refrigerators, ice cream freezers, etc., families who go to summer cottages or tenting grounds will require. Tennis outfits, baseballs and bats, boating sundries, fishing tackle, tents, oil stoves, cooking utensils and camp furniture, ice boxes, refrigerators, water coolers and filters, ice picks, ice cream refrigerators of various sizes—all of these goods should be brought to the front in window displays the last of June and during July.

Novel Millinery Displays.

In order to attract attention to the window an occasional moving display or freak window is a practical diversion. A Toronto sporting goods store has been showing a mechanical window with an airship, a mechanical fireman's ladder and a moving toy train, crowds watching the window at all hours of the day. Similarly there have been many freak "hardware millinery" displays shown in hardware stores at Guelph and other cities, the monster merry widow and inverted dishpan or chopping bowl hat shapes making admirable subjects for burlesque displays. In the illustration shown the standing figure was a borrowed model on which was placed a wonderfully constructed hat of rope, decorated with fringed ends of the same and two large screw-driver hatpins. Below was displayed a stunning, though stiff, creation evolved from a pudding dish decorated with a large stirring spoon, two egg beaters and a turquois studded dog collar. A coal scuttle model, the handle of which served for a coquettish chin string, was extremely fetching. It was encircled by a cat collar and bewitchingly trimmed with a rakish dish mop pompon. A single lamp swab chastely set off the cuspidor; a whirling egg beater decorated the wash basin; a haughtly looking scrubbing brush adorned the wire colander; two whisk brooms looked

amazingly like mercury wings on a tin chimney stopper and so on.

In another town a hardwareman borrowed two models and seven stands from a dry goods merchant and put in a display comprising a white dish pan trimmed with white crepe paper, and a marbleized blue dish pan with top from a tea kettle, also trimmed with white paper. What was regarded as the most attractive hat in the window was a common home-made feed basket trimmed with blue paper and two roses. Another very catchy one was manufactured from a white dish pan trimmed with white crepe paper, a dog collar being used as a band and an 8-inch butcher knife as a feather. Still others were as follows: A wooden dough tray with seine netting as a veil, producing a hat of the automobile variety; an inverted sauce pan with bow of white paper; a wash pan trimmed with two fly flaps and blue paper; an inverted colander with white crepe paper and trimmed with a dog collar. The entire cost of the window was $1, spent for blue and white crepe paper and roses.

The two displays referred to attracted more attention than any ever put in the windows and the effect was felt by increased sales of goods shown in displays following the freak windows.

SELLING HOUSEHOLD TOOL SETS.

A western hardware dealer says that one of the most successful window displays he ever had consisted of household tool sets. He made up quite a number of these sets, consisting of several such articles as a hammer, chisel, screw driver, small augur, etc. He made a close price on the assortment and placed two or three dozen sets in his show window.

"It was just what a lot of people wanted," he said. "There were a good many who wouldn't come in and buy the separate articles, but seeing them all in a bunch at a reasonable price they figured it was just what they needed for tinkering about the house."

SHOW WINDOW HINTS.

When offering goods in a window display that are especially low priced it is a good plan to have every article bear a price card. This is good even if the price of every article is the same.

As often as possible put stuff in the windows that will appeal solely to women. They are the real shoppers and know a bargain when they see it. Nothing appeals to a woman like an article of utility for the household.

Every merchant should leave lights in his windows in the evening if he is in a town large enough so that there are apt to be people about on the main streets at night. Many people do all of their "window shopping" in the evenings.

The smaller the town the more frequently window displays should be changed. In a small town the crowd does not change much. The same people pass and repass the store day after day. If a window display is left in too long it will cease to attract their attention. Frequent changes will serve to attract their attention every time they pass. They will always be looking for something new.—Hardware Trade.

CASK FOR WINDOW DISPLAY.

Originality does not always mean something new, but sometimes something old in a new place. An English hardware dealer suggests that instead of placing locks, hinges, bolts, and small articles of builders' hardware or other goods on the floor of the window it would be much more interesting to take an ordinary barrel, paint it red, green, or blue, and fix articles for display upon it. Such a device hung in a display window would draw attention, not because it is specially ingenious, but because it is something new. The cask would attract more attention if made to revolve.

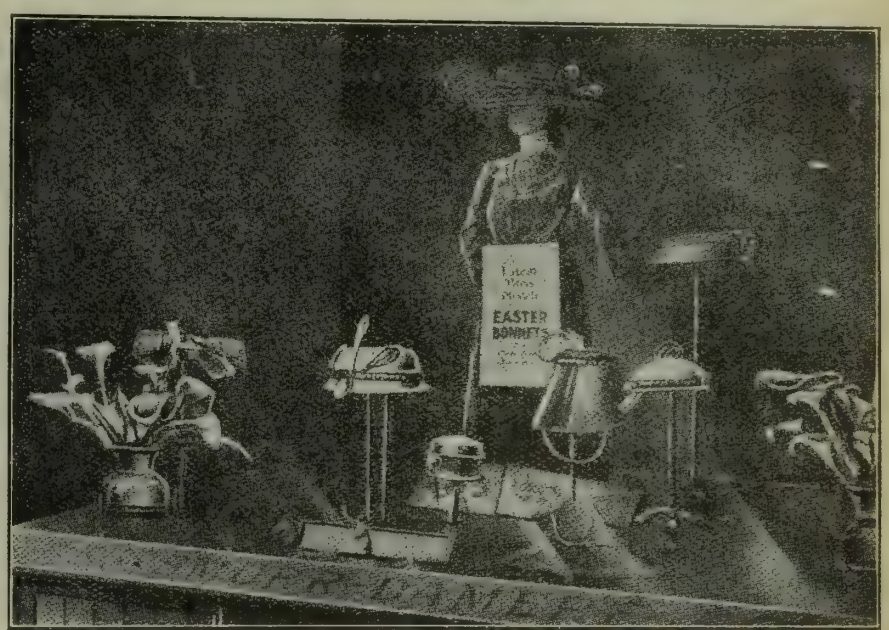
PHRASES FOR WINDOW CARDS.

"These cost only as much as they must, in order to cost you as little as they do."

"We don't keep a bargain store, and yet you will find bargains all over the store."

"We have more than is seen."

"Buying right is getting your money's worth."



One of the Freak Hardware Millinery Displays so Popular this Season.

"You would not leave your happy home for anybody if you let us furnish the kitchen."

"The way to find out about these is to step inside and examine them."

"Our selling prices indicate our buying power."

"We sell so as to sell again."

"Goods as good cost more elsewhere."

"It's better to buy here with cash than to buy elsewhere on credit."

"We do not deal in 'glittering generalities.' We have many 'sparkling specialties,' however."

ENCOURAGE NEW IDEAS.

Ideas are worth dollars. If you have an employe in your store whose brain shows fertility in producing ideas, see that he receives the proper kind of encouragement. Some of his ideas may not seem practical to you, perhaps, but give them good, fair consideration before rejecting them. And if you accept any of them and carry them out successfully, see that the employe gets the credit due him.

PROTECTIVE COATING FOR METALS.

Steel, iron, bronze, brass, and copper may be protected from the oxidizing action of the air by the following cheap and simple method: The surface of the metal is cleaned, first with lye and then with dilute sulphuric or hydrochloric acid. A thin paste composed of a metallic powder mixed with water or other suitable liquid is then applied uniformly, with a brush for small objects and with a compressed air sprayer if large surfaces are to be covered. The metallic powder is composed of tin, pure or alloyed with lead or with lead and zinc. The metallic coating is next melted by means of a flame or a coke or charcoal fire. The moment of fusion is indicated by the change of color from gray to black. In order to avoid danger of burning off the coating it is advisable not to heat much above the fusing point. After the surface has cooled, it is washed with water. A glossy surface may be produced by friction with a brush or with tow.

Wrought iron and steel must be washed with sulphuric acid and, in some cases, a thin coating of copper must be applied by brushing or spraying with a slightly acid solution of copper sulphate and immediately washing with water before the tin is applied. Cast iron must be attacked with hydrofluoric acid before the washing with sulphuric acid, and electroplated with copper before tinning.

SWISS ARMY RIFLES.

Several Canadian jobbers are again pushing the sale of Swiss Army repeating rifles, large quantities of which were imported into Canada last year before the government prohibited their incoming. The rifles sell for very reasonable figures and ammunition can always be had in any quantity.

What Canadian Hardware Associations are Doing

Matters Relating to Trade Organization Will be Discussed on This Page and Readers are Invited to Express Their Views on any Matter Affecting the Hardware Trade—Correspondence on Official Business Should be Sent to the Secretaries of the Associations Interested.

CHEAPNESS OF ASSOCIATION WORK.

The Canadian Grocer, in a recent issue, published the following article referring to the work of the Ontario Retail Hardware and Stove Dealers Association. The Grocer is endeavoring to induce the retail grocers to organize a provincial association, to work along similar lines as the Retail Hardware Association, which it holds up as an example of what can be done in the way of organization. The Grocer says :

Since the suggestion that an Ontario Retail Grocers' Association be formed has taken hold some have expressed the opinion that the idea of organizing a one line association is not feasible because the cost of conducting the association would be too great for one branch of trade to stand.

There is no reason for this objection as the experience of the Ontario Retail Hardware Association has shown. This organization was formed in April, 1906, with about twenty members scattered throughout the province. It met with active opposition on the part of the Retail Merchants' Association, secretary E. M. Trowern uttering a foolish threat that he would put the hardware organization out of business unless it nestled under his protecting wing. The Retail Hardware Association, however, declined Mr. Trowern's invitation and, placing its annual membership fee at $3, collected $400 the first year and after paying expenses of $340 began the second year $60 to the good. In 1907 the expenses were $450 and in 1908 only $365, the assets at the beginning of 1909 being $138 and the balance to the good on April 1, 1909, being $540.

The Retail Hardware Association paid out about $200 during the first two years in traveling expenses for an organizer and while the Association had a profit on the work, experience has shown that in the long run it is unwise to hire a man to talk merchants into joining an association as unless men join of their own accord they are likely to become disgruntled and withdraw, feeling that they have been "done" for the amount of the membership fee.

This is a wrong attitude to take, as the indirect results of having an association organized are considerable—notably in compelling concerns looking for custom from the retailers to sell more exclusively to the trade. But the experience of the officers of the Retail Hardware Association has been that their most enthusiastic members are those who attend the annual conventions while those who stay away are reluctant to pay their membership fees.

The conventions of the Retail Hardware Association have become events to be looked forward to, the gathering at Hamilton last February being attended by about two hundred retailers with another hundred present representing jobbing and manufacturing firms, one session being open to all branches of the trade. In connection with the convention a trade exhibition was held, over thirty firms paying a small fee of $10



H. T. KIRK, New Westminster,
Recently Elected Vice-President of the B.C. Hardware Dealers Assn.

for the privilege of exhibiting. It is the money raised from this source that has given the Association its creditable balance in the treasury. The Association has recently decided to hold its 1910 convention at London and to run an excursion of its members and retail friends to Montreal in August.

By having a balance in the treasury the Hardware Association is in a position to put up a strong campaign against any unfair legislation which the mail-order houses endeavor to put through parliament. It is largely due to this organization, in fact, that Postmaster-General Lemieux in 1907, withdrew his proposed parcels post c.o.d. law, the effect of which would have been to make every postmaster in Canada a collecting agent for the big department stores. Whole wagon loads of letters and petitions were delivered to Hon. Mr. Lemieux on Feb. 1, the date set by the Association for members to forward petitions.

Another matter being pressed by the Hardware Association is that of Mutual Fire Insurance. In the United States there are many Hardware Merchants Mutual Fire Insurance Companies, several returning an annual rebate of 50 per cent of the premium to its members in addition to maintaining a substantial cash reserve. In Ontario farmers are the only class privileged to form mutual fire companies but at the next session of the legislature the Hardwate Association will endeavor to have the law changed to include merchants generally.

The officers of the Retail Hardware Association state that they could have done more effective work if a $5 fee had been named as with a paid up membership of about 200 the $3 fee was needed to pay office expenses, cost of executive meetings, printing supplies, and a small honorarium to the secretary. But now that the Association is firmly established the membership should steadily increase until it reaches the standard of the Michigan Retail Hardware Association with its 800 members and the Illinois Association with its 1,100 members, these latter bodies having the advantage, however, of giving their members the savings resulting from mutual fire insurance. About 125 members of the Ontario Retail Hardware Association are using a set of "collection letters" supplied by the organization at cost, the results proving very satisfactory.

Grocers in Ontario far outnumber the hardwaremen and, with the advantage of already having several live local associations in the larger cities, there is no apparent reason why they should not be able to profit by the experience of the hardwaremen and organize a strong Provincial Retail Grocers' Association to work in harmony with the hardwaremen, booksellers, drygoodsmen and other classes of merchants.

SELL OUT EVERY TEN YEARS.

John R. Folsetter, Ayr, who recently sold his hardware business to R. C. Puddicombe, writes that although he is out of the hardware business temporarily he does not intend dropping out of the Retail Hardware Association and he plans to take in the Association excursion to Montreal, Aug. 23 to 30. Mr. Folsetter intends going into business again shortly, and expresses the opinion that every merchant should sell out about every ten years in order to make a clean up of outstanding accounts.

Hardware Trade Gossip

Ontario.

McIntyre & Hills recently succeeded Reid & Wilson, Seaforth.

Charles D. Warren, Toronto, has been elected president of the re-organized Lake Superor Corporaton.

Wm. Crawford, sales manager Kemp Manufacturing Co., Winnipeg, has been spending a fortnight in Toronto.

The Kerr Engine Co., Walkerville, have been awarded the contract for the iron gate valves for the Cobalt Hydraulic Power Co., Cobalt.

Charles C. Lee, hardware merchant, Goderich, is now owner of Hotel Sunset a summer resort near that town. He reports hardware business as picking up.

M. S. Chapman's hardware business will be amalgamated with the general store business of John Dickie & Co., Pickering, and the firm name will be changed to Dickie & Chapman.

W. R. Singleton, tinsmith and hardwareman, Carleton Place, is dead. He began in business in Delta, Leeds Co., some years ago, but having been burned out there removed to Carleton Place.

Acting for George H. Playter of Boston, Mass., J. M. Ferguson asked Justice Britton at Toronto last week for a winding-up order against the Canada Nut Co., of which Playter is treasurer and John Vannever is president. The company's head office is in Boston, but the plant is at Niagara Falls, Ont.

The partnerships subsisting between Geo. A., W. R., and E. C. Coslett, under the name the Coslett Hardware Co., Fort William, has been dissolved by mutual consent. Geo. A. Coslett is retiring, but the business will be continued by W. R. and E. C. Coslett.

Quebec.

J. A. Paquin, of St. Eustache, Que., has been visiting Montreal.

J. A. Foucault, of St. Leonard, Que., has been on a trip to Montreal.

Beauvais Freres have removed from 316 to 320 St. Lawrence Boulevarde, Montreal.

The Dougall Varnish Company, Montreal, have removed to more commodious premises at 525 St. Paul Street, Montreal.

T. J. Drummond, of Drummond, McCall & Co., Montreal, has been elected second vice-president of the Lake Superior Corporation.

A license has been granted by the Lieutenant-Governor of Quebec to The General Explosives Co., Montreal, allowing them to do business in the Province.

D. J. Munn, of Alex McArthur & Co., Montreal, and Walter J. Sadler, of Sadler & Haworth, Montreal, have been nominated for the executive council of the Montreal Branch of the Canadian Manufacturers Association.

T. H. Jordan, of A. C. Leslie & Co., Montreal, has returned from a business trip to Quebec. Mr. Jordan states that while trade has been backward there is no doubt as to the improvement now taking place. There is much more confidence as to prospects.

F. Gavin Smith, of A. C. Leslie & Co., Montreal, has been presented with a handsome cabinet of cutlery from the firm and staff on the occasion of his marriage with Miss M. L. Higgins, at Zion Church. Toronto and Niagara Falls were selected for the honeymoon. W. S. Leslie made the presentation, and the heartiest congratulations were accorded Wr. Smith.

J. Sophus, of Montreal, has taken over the Canadian Sales Company, and with a staff of travelers intends to cover the whole of Canada with the many agencies that he controls. Among these may be mentioned, Crosier, Stephens & Co., Newcastle-on-Tyne, machinery; the Indestructible Paint Co., London, Eng., Oliver Eastwood, London, Eng., hardware specialties; A. P. Lundberg & Sons, England, electrical accessories; Seabrook Bros., Londoo, Eng., safety razors; Consolidated Mfg. Co., Hartford, Conn., ice cream freezers, and the Progress Company, Chicago, toilet rubber goods.

Fire, smoke and water did from $60,000 to $65,000 damage to the James Walker Hardware Co. store, St. James Street, last week. Owing to fire doors on each flat, and the promptness of the fire brigade, the fire, which broke out in the basement and was discovered just before 8 in the evening, did not spread much beyond the lower floor, but the tons of water poured into the building caused much of the heavy loss. Half of the fire strength of the city appeared on the scene, and there were some anxious moments until the fire was got under control. Repairs are being rushed through by Max Hill, manager for the Walker Company, and he is taking this opportunity of making some important alterations in the store that he has long contemplated. The loss is covered by insurance, but not of course the dead loss caused by the closing of the store, while the appraisers were at work. But for this Mr. Hill would have had the store open the next day.

Western Canada.

A. Guilbert, hardware dealer, Letellier, Man., has sold his business to N. Jubinville.

Skelding & Jackson, hardwaremen, Neepawa, Man., are closing up their business and selling off their stock.

G. M. Lorimer & Co., hardware merchants, Manor, Sask., have sold their business to E. M. Kissack.

Maritime.

S. B. Bogart, one of the leading hardware merchants of San Francisco, Cal., who dropped dead recently at that city was born and was for a time a resident of Bridgewater, N.S.

AN INTELLIGENT SPIDER.

Mark Twain says: "When I was editing the Virginia City Enterprise, writing copy one day and mining the next, a superstitious subscriber once wrote and said he had found a spider in his paper. Was this good or bad luck? I replied to him in our 'Answers to Correspondents' column as follows: 'Old Subscriber.—The finding of a spider in your copy of the Enterprise was neither good luck nor bad. The spider was merely looking over our pages to find out what merhant was not advertising, so that it could spin its web across his door, and lead a free and undisturbed existence forever after.'"

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Dustless Floor Brush.—Taylor Bros., Carleton Place, ask what firm makes a dustless hair floor brush to be used with oil.

The Dustless Brush Co., 29 Colborne street, Toronto.—Editor.

Barn Door Hangers.—E. B. Davis, Cayuga, asks who makes the "Reliable" brand of barn door hangers?

This is a brand sold to retailers by the Allith Mfg. Co., Hamilton, the same hanger being sold to jobbers under another name.—Editor.

Umbrella Supplies. — Waites Bros., Victoria, ask to be put in communication with Canadian firms manufacturing umbrella handles, shanks, covers, and parts, as well as making repairs.

The Irving Umbrella Co., Toronto; East & Co., Toronto; and the Standard Umbrella Mfg. Co., Montreal, are manufacturers and deal in umbrella supplies, though practically all handles used in Canada are imported.—Editor.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, shou'd write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

"Perfection" Heating Goods. — The approach of the fall and winter season is brought home by a glance through the 100-page 1909 stove catalogue just issued by The James Smart Mfg. Co., Brockville, makers of "Perfection" stoves, ranges and furnaces, and the "Kelsey" warm air generator. The various heating lines are illustrated as well as described, and special attention is directed to the new goods added by the company this year. Some odd designs in stoves for special uses are shown, and the elevated oven, for use with any stove, is a novelty. Other peculiar designs are the "Tortoise" heaters and cookers which occupy little space; the candy stove, tailors' oven, and farmers' boiler, which should appeal to the classes for whom intended. A chapter devoted to stove repairs should prove useful to hardwaremen handling this company's stoves and the few pages devoted to hollow ware and stove accessories may suggest some ideas. All the articles enumerated are coded for convenience when ordering.

One of the most costly fires in the history of Winnipeg destroyed the wholesale house and factory of the Great West Saddlery Co. on June 17, doing damage amounting to about $375,000, less than half of which is insured. The fire was of mysterious origin and 150 men are thrown out of employment temporarily.

HARDWARE AND METAL

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PLAN FOR A SUMMER VACATION.

The members of the Ontario Retail Hardware Association are making a practical move this summer in arranging to take a week's holiday in a party where 100 or more will be together for about a week. In Iowa last year the hardwaremen of the State held a big picnic and each year the grocers of Hamilton, London and other places hold a picnic, excursion or reunion of some kind.

The hardwaremen, however, are going one better by arranging to be together for a whole week, going down to Montreal from Toronto by boat and taking their wives along to make the holiday more enjoyable. During the week lasting friendships will be created and many members of the party, while in conversation with hardware merchants from other parts of the province, will pick up pointers valuable enough to repay them for the cost of the whole trip. For instance, the trip will cost each excursionist $30 to $40 necessary expenses according to location. Will it be hard to pick up ideas which, if put in practice, will make it possible for a merchant to save $1 per week in his bookkeeping, his delivery or his buying, or make it possible to increase his profits $1 weekly by improving his selling methods?

But aside from the business advantages of making a holiday trip in company with other hardwaremen and meeting Montreal hardware manufacturers and jobbers at a time when pleasure, rather than business, is the object in view, the taking of a week's holiday on the water is a commendable undertaking.

Every merchant should endeavor to put something aside for the rainy day but too many keep on saving from mere habit until long after the rainy season has passed, then leaving the savings for others to enjoy. To most merchants death comes while they are still busy adding to their pile. Why not, therefore, enjoy life to a reasonable extent before old age is reached? A week or two each summer will be enjoyed far more—and will be better for the health—than a total rest at sixty or seventy.

Wealth is not saved when it is piled up at the expense of a dull existence or a run-down constitution and a man is poor indeed if he cannot afford to keep his health good by an annual vacation.

BUYING IMPORTED GOODS.

Before stocking lines of imported goods retailers should make certain that the articles are being marketed by firms who are seeking a permanent trade for their products in Canada.

Some American manufacturers have a habit of dumping their surplus product in Canada and dealers may be tempted to buy on account of the low prices quoted. They will probably be better off, however, if they continue to stock lines they know well by reputation even if the cost is greater.

For instance, if lawn mowers, stoves or similar goods are purchased from American manufacturers who have not built up a trade in Canada the dealer has no assurance that he can purchase repairs in following years. And any customer who buys a stove or mower and cannot secure repairs easily is apt to hold a deep rooted grudge against the merchant he bought the goods from.

Or suppose a cheap line of harvest tools is imported and the handle and tool part company the first time the article is used. Then the iron is found to be soft and the tool second grade. The dealer's reputation suffers in consequence.

A good test to apply to any foreign firm which seeks Canadian business is to ask what their advertising policy is. If a manufacturer endeavors to sell his products in Canada without making their good qualities known through trade newspaper advertising the natural assumption is that he is not seeking a permanent market. On the other hand, if an English or American manufacturer advertises his line it is evident that he intends to cultivate the Canadian field as few manufacturers advertise for immediate results. Rather do they advertise to build up their reputation and good will by making their trade marks known as a standard for a certain quality of goods. They look for results from their advertising in future years as well as in the present.

There may be bigger profits in selling cheap goods, so far as the immediate sale is concerned, but the good will of a retail store is in the number of satisfied customers it has. It pays best in the long run, therefore, to sell goods of quality and, where imported articles are handled, to buy from manufacturers who show permanency in their methods by making connections with reputable jobbers and using publicity methods calculated to make their goods staple lines on this market.

Many foreign firms adopting these methods have found it necessary to build Canadian factories, so the merchants, in dealing with concerns with enterprising business methods, are not only adopting the best policy so far as their store is concerned, but are also helping in building up our country's manufacturing industry.

ST. JOHN IN BOASTFUL MOOD

St. John, N.B., is in a rather boastful mood these days. It is over the result of the winter port trade for the season of 1908-09. This boastfulness is not without reason, for the winter port season, which ended in May, is a record one. According to a statement just issued by the Board of Trade the exports for the six months ending with that month were $24,546,840. This is not only over $1,000,000 larger than any preceding year, but it is about $14,000,000 in excess of the same period ten years ago.

No one begrudges St. John its success. The people of that city are enterprising and have not been satisfied with the assistance which the Federal Government gave them in order to improve the facilities of their port to accomodate ocean steamers, but they have put their hands in their own pockets and put them in deeply in order to bring about the desired end.

Business men who, like those in St. John, help themselves, are entitled to the assistance of the Federal Government, for the nation as well as the immediate locality derives benefit from a port like that of St. John.

HALF HOLIDAYS AND TRAVELERS.

Something that caused more kicking among wholesale men and travelers last summer than even bad railway facilities and local option boarding houses was the interruption of business through the frequency of the mid-week civic and other local holidays. To say that such caused a lot of inconvenience is putting the case mildly. It would be hard to figure out in money just how much local holidays cost as a result of useless trips and enforced lay-overs. The half-holiday pretty well carves up the five-day business week of the commercial man with headquarters in Montreal or Toronto, and it is complicated by the half holidays being on different days in various towns. Moreover, the civic holiday dates ought to be known. It would mean a big saving in real money to have a list of holidays published.

Profits in Refrigerators and Ice Cream Freezers

Many Hardwaremen Neglect These Lines and Allow Departmental Stores to Make all the Profit—The Hardware Dealer, if He Uses His Window and Advertises Intelligently Can Get the Business by Going After it.

"Speaking of seasonable goods, did it ever occur to you that few hardwaremen proportionately, carry ice cream freezers, refrigerators, campers' supplies and things like that during the summer time?" This observation was made to Hardware and Metal by a representative of a manufacturing concern. And a number of incidents were related where some fairly large hardware merchants were unable to make sales because they had not the goods.

One Toronto hardwareman give two reasons for not carrying refrigerators during the summer—because they took up so much room, and because the department stores undersell them. The first complaint has also been made by country hardwaremen.

Kingston Hardwaremen's Experience.

A striking example of the business that can be worked up in refrigerators, ice cream freezers and campers' supplies generally is furnished by the hardwaremen of Kingston, where practically every man in the trade carries a stock of these goods. The proximity of the Thousand Islands led one merchant there a few years ago to look to the needs of the summer visitor and his success in that field brought other hardwaremen to realize the business possibilities in handling these lines.

Refrigerators are bulky articles, to be sure, but if carried in stock repay the hardwaremen a good profit when sales are made. A Toronto hardware merchant who made this complaint about "taking up too much room" rang up a manufacturer the other day asking that he be allowed to bring a couple of customers to the warehouse to look at some refrigerators. His request was complied with, and within an hour the hardwareman had sold two of them, one at $35 and the other at $23. The manufacturer allowed the merchant the usual discount to the trade. On the first $13 was made and on the second $11—$24 in all a pretty fair profit. Another Toronto merchant had the same manufacturer send a refrigerator to an out-of-town customer on which $10 profit was made. And by the way this out-of-town customer traveled 100 miles to the city to buy the ice box because no merchant in her own town had even a catalogue showing the goods.

So much for concrete examples. Both these hardwaremen are now converts to the handling of refrigerators, and take no more stock in the competition of department stores.

Must Display the Goods.

If a merchant has some goods to sell he should let the people know it, by advertising and displaying the goods he has for sale, as it will certainly result in inquiries and possibly sales, that otherwise would go to the department stores and mail order houses in the large centres. They may help, too, in bringing other lines to the notice of interested parties. Many good customers have been made by some attractive offering, and many a customer has been lost because he could not get a certain article which he wanted.

Talking Points in Selling.

Once he has taken the plunge and put in a stock (it need not be a large on—a few refrigerators, ice chests, etc., will do), and has made his window display his talking points come next. One of the best points to make is to emphasize the importance of the health of the family. In warm weather, especially, when typhoid and other diseases are prevalent, extreme care should be exercised in the preservation of the quality of food. What better preservation than a good refrigerator? What more refreshing confection than fresh home-made ice cream? Statistical reports can be quoted showing the marked increase of sickness during the hot season. Particularly is this increase noted among children, for the reason that milk being one of their chief foods has qualities more easily digested than others and at the same time it will putrify more quickly. Health is at all time worth more than the cost of a refrigerator.

Market Becoming More Staple.

Most of the refrigerators now on the market have passed the experimental stage, and besides being sanitary, are neat pieces of furniture. They are simply constructed and easily operated. The same may be said of ice cream freezers, which every day are becoming more simplified and more of a necessity.

It might be said that refrigerators should be carried by both city and country hardwaremen; for they are wanted by all householders; ice chests are liked by old country people, who wish a cheap article; and ice cream freezers are more apt to be asked for in the smaller centres than in the cities, because of the number of places in the larger centres where the read-made cream can be obtained.

THE RETAILER AS CULPRIT.

Under the above caption the Literary Digest in its issue of June 5, gives a summary of the discussion in the United States Congress, as well as in some of the newspapers on the question as to who is responsible for alleged high prices of commodities to consumers.

A few weeks ago Senator Hale asserted that "it is the jobber, the retailer, who puts up the price," and that "we are at the mercy of the middlemen and retailers." Senators Flint and Smoot and others later returned to the charge, asserting that the retailers and department stores of the country are making exorbitant profits.

In the face of the facts that the retail trade have no organization in which to fix prices and that competition is so strong, these statements by the Senators are nonsensical. It is plain that in order to establish unreasonably high prices for any line of commodities, combination and suppression of competition among sellers are absolutely necessary. Neither of these at present exist, so that little reasoning power is necessary to understand that the retail trade is not responsible for any undue prices that may from time to time be in vogue.

During the recent presidential campaign in the United States, both parties favored tariff reduction, but it seems that it is now a case of "drawing a red herring across their paths" by blaming the retailer in order to obtain excuses for increasing the tariff.

The retailers of the country are indignant, and are justified in being so, at this effort to make them responsible for conditions occasioned by the tariff, and as the Los Angeles Express points out, "about to be made additionally unjust by an increase of 10 per cent. in its average ad valorem rates."

No one doubts that competition continues to rule with unabated force in the retail trade, making statements to the effect that this section is the cause for any unreasonable price, appear ridiculous.

INSIDIOUS FORM OF BLACKMAIL.

In a recent issue of a trade newspaper there was a report in one column, of a meeting of retailers at which a committee was appointed to wait upon the wholesale trade for donations to a picnic, which was to be held this summer. In the very next column of the same paper was a report of a meeting of retailers in another town in which strong exception was taken to the demands which were from time to time made upon them for donations to various organizations, which was designated as being "absolutely obnoxious."

What is sauce for the goose should be sauce for the gander. The whole system is wrong. Every tub should stand upon its own bottom. It is nothing but a species of hold-up. When a customer, be that customer either consumer or retailer, attempts to obtain donations to picnics and other social functions from those from whom they buy their supplies, the practice is an insidious form of blackmail.

With the retailer largely lies the remedy. Let him refuse either to hold up or to be held up.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Tin—Advance of ½c to 1c.
Copper—Unchanged.
Tinplates—Probable advance in English lines.

Toronto.

Turpentine—Advanced 1c.

THE MARKET SITUATION.

There has been a continuance of the speculative movement in the London tin market and some heavy transactions have been recorded. New York has, of course, been swayed, although the action of the English bulls caused some surprise. New York authorities are somewhat lost to account for a bull movement when American conditions do not favor such a course. Still New York plays second fiddle where tin is concerned. Probably the bull interests had reasons which they do not shout to the market generally. Copper has been on the quiet side. There has been a sagging in London, but statistical information is more favorable than at any other time. There appears to have been a decrease in stocks for May. It is to be hoped that this will continue. Consumption has shown improvement, while exports have been up to the average. Spelter has been in good demand, and both the American and English markets have maintained their prices very firmly. Spelter is under strong control, and with production in check, and the development of the uses of the metal, it should keep up its strength. Lead has been without character, and showed signs of sagging. The United States iron and steel markets have been in firm condition. Fairly large sales have been made of pig iron at somewhat advanced prices, while though the buying of finished steel products is hardly so large as it has been the mills are well sold up. Conditions in the Old Country have been somewhat better, and much is expected from an increase in the shipbuilding. But if the threatened coal strike occurs it will strike a nasty blow at all iron and steel interests.

MONTREAL.

June 18.—Orders have swung in well this week, and there is a general feeling of satisfaction among the trade at the progress now being made. It is evident that the consumption for the finished article is much better than it was, because although users are not buying any further ahead than they did, their everyday requirements are greater, and they are ordering more freely, and in better bulk. There is now a quiet feeling of confidence among the trade that did not exist some weeks back. Good reports are coming from the northwest, and in every direction signs are observable of improving conditions. It is evident that a continuance of the present rate of progress will make June more than a normal month for metal business.

Owing to the possibilities of a coal strike in South Wales, tinplate quotations are being withdrawn from the market by some of the Old Country firms. If a strike does occur it will affect all British iron and steel, and not only advance prices, but interfere with deliveries.

PIG IRON—The local market is in a very good condition and considerable tonnage is moving at somewhat advancing prices. Many contracts have been placed for delivery at the end of navigation, while other large interests are making inquiries as to placing their requirements. Canadian furnaces are doing good business, and holding prices well, the average figure, Montreal, for high grade foundry iron being from $19 to $19.50. The market generally is in good condition, the maintenance of strength in the United States, and the slighly improved feeling in Old Country helping matters. Greater activity in shipbuilding across the Atlantic has improved the demand there, but if the coal strike is not prevented, there will be a serious disruption to trade as manufacturerers state they will rather shut down their furnaces and mills than pay more for their coal. We continue to quote imported pig, Clarence, $16.75 to $17; Middlesboro No. 3, $16.50 to $16.75; Summerlee No. 1, $19 to $19.25; No. 2, $18.50 to $18.75.

TIN—A very good week for tin. Orders have swung in nicely, and for increased bulk. The bulling movement in London caused the local market to advance and jobbing prices were raised from 32½c to 33 and 33½c. Despite the advanced price business was not affected showing that metal is wanted, and there has naturally been strong inquiry. This increased interest in the market only bears out the fact that a strong staple market would induce a lot of business. Heavy buying movements have taken place in London, and the usual amount of mystery has been attached to the manipulation. Nobody seems to know why there has been this speculation especially as American consumption is not so good as it was. But tin manipulation in London seems to follow no recognised rule. It is speculation pure and simple.

COPPER—Good business has been done at the firm and unchanged price of 14¼. There is, however, at present not so much interest in copper as in tin. The copper primary markets have not been so firm, and there is a lack of confidence as to prices. Although the rate of production in May was higher than any other month this year, the exports and consumption were also much higher, and May was the only month to show a decrease in stocks. This is a very good sign, but there are many months, surplus for which account New York, however, still remains confident.

SPELTER—The metal remains firm and in good demand at $5.75. Inquiries are increasing and there is a growing disposition to contract ahead in view of the strong tone of the English and American markets. There is very little change in the primary markets, St. Louis being if anything stronger than the others. The consumption is steady, while stocks are held in very firm hands.

LEAD—There is no change in lead quotations, imported pig being $3.60, and Trail $3.50. The demand is keeping up very well, and the market is firm, and in good condition. The English market has fluctuated a little, but is evidently making a strong fight to maintain figures in face of much metal on the market.

TORONTO.

June 18.—In strange contrast with other industrial lines metals have had a somewhat quiet week locally. Iron and steel are the only metals which seem to have increased their volume of sales. While they have a firmer tendency there has been no change in prices here. This applies also to tin, which while on a firm base is yet irregular in tone and tendency. Buying, too, has been very much off color.

PIG IRON—Unchanged in price though with a slightly firmer tendency, due to advances in other markets, iron is gradually working up to its former level. The steel revival has helped to make for a better feeling. Quotations and sale prices are nearer the basis set by buyers for business, so trading is on a better footing. Iron, however, cannot support the whole metal imarket, and though the iron business is better than several months ago, the same cannot be said this week of other metals. Canadian foundry is at $19; No. 3, Middlesboro, $19.25, and Cleveland, $20.

COPPER—The red metal is again pursuing its erratic course. After holding its own for five weeks, slightly improving its position, copper has broken badly in London and during the week has declined £2 a ton. This has reacted on New York, and that reaction is reflected on the local market. Toronto quotations are yet at 14½c, but as expected, is easy at that figure and little trading is being done.

TIN—With a foundation firm as to price tin is irregular in selling conditions, and as a result buyers are holding off. Outside markets report an advance, but the local market is still at 32½c.

LEAD—Quiet business conditions prevail at unchanged quotations. Imported pig is yet at $3.65 for hundred pound lots.

SPELTER—Sympathetically with its kindred metals, lead and tin, spelter is quiet this week. The quotation remains unchanged, however, at $5.75.

U. S. IRON MARKET STRONGER.

Cleveland, June 17.—The Iron Trade Review says:

Greater optimism is characterising practically every branch of the iron and steel industry as ordering activity is sustained and as the consumptive needs of the country appear to be expanding. A more encouraging attitude upon the part of the railroads towards expenditures for rails and equipment and the belief that congessional action upon the tariff will be conservative, are contributing to clarify the situation. Price talk is stronger, and the expectation of both maker and consumer is for a higher level soon.

HARDWARE MARKETS

MONTREAL.

June 18.—Although no rush is observable, trade is moving along briskly and with more confidence. Dealers seem more assured as to their position, and although this has not made them alter their attitude as to buying conservatively, it has made the tone of the markets very much brighter. Another good feature has been the bright reports now coming in from the north-west. Travelers state that the farmers are feeling in much better shape. Crop prospects look exceedingly healthy, and buying is opening up firmly if somewhat slowly. Everything seems to point to heavy fall business.

Harvest tools are now moving out freely, and the demand considering everything is good. An improvement in building seems to have stirred up the local trade in builders' hardware. Bolts and screws are in active demand with the markets firm. Hose and lawn mowers are selling well, and there is a steady demand for miners' supplies. Ordinary household utensils are in good request. There has been a steady demand for staples all through. Booking is quiet for apple parers, lanterns, cow ties, etc., and the probability is that the lines will not be ordered until they are actually wanted. No change in prices of any importance is announced. Trade this month seems well up to an average June, and the tone of the markets is undoubtedly very good.

BUILDERS' HARDWARE—Owing to an improvement in building operations, the demand locally has been much more active, and some very good orders have come in. The country trade is steady, but does not show the same relative improvement. There are no changes in prices and we quote: Door sets and escutcheons, 50 and 10; escutcheon pins, steel, 50; brass 55; spring hinges No. 20, $9 per gross.

SUMMER LINES—A steady movement is noticed in these lines. There is no rush on, but dealers are sending in their sorting up orders regularly, showing that consumption is fairly active. The North-west has shown distinct improvement. Hose and lawn mowers are still good sellers, but gardeners' tools are naturally much quieter. Refrigerators and ice cream freezers are moving out in a sorting-up way. Carpet sweepers are a good staple line. Washing machines and wringers are in steady request. Graniteware and tin-ware are also moving well. Early fall lines such as apple parers, cow ties and lanterns are being booked quietly, but the bulk of the movement will not be felt until the goods are wanted.

HARVEST TOOLS—Harvest tools are now moving out well, shipping being good all the week. This will probably continue, as early bookings were very quiet. No changes in prices are reported, and we quote: Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, hay rakes, etc., 55 off.

MINERS' SUPPLIES—There is no great improvement in Miners' supplies over last week, although the demand continues very steady. The market is firm, and we continue to quote: Miners' picks, 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS—Bolts and nuts continue to be in very active demand. Orders swing in freely from all points, and these lines are undoubtedly among the best sellers up to now. We continue to quote: Discounts on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less 60, 10 and 10; coach screws 75; stove bolts, 80 and 7½.

SCREWS—Screws also continue to move well. Orders are of good volume, and the tone of the market is strong. We quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head, brass, and 70 and 10 for round head, brass.

SPORTING GOODS—An active movement in sporting goods has developed with the warmer weather. Fishing tackle is selling well, and there is a good movement in guns and ammunition. Other summer sporting lines are moving actively, there being a good demand for camping outfits, including enamelware.

WIRE—All lines are in good demand, and the strong movement in wire, which has characterised the trade for some time, continues. No price changes are announced, and we quote: Barb wire, car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.45; straight and mixed car lots, and $2.55 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b. Montreal.

TORONTO.

June 18.—Trading is still at the high water mark, and many of the jobbing houses are compelled to steal from the night a few hours in which to pack up ready for shipment a number of goods asked for in orders. With the advancing season the articles in demand are undergoing a change. This week large quantities of agricultural and harvest tools are going out. Lawn mowers, hose, garden tools and lawn supplies generally still have a good run, and some very fair repeat orders for door and window screens and wire cloth have come in.

Prices continue to be firm, which is to be expected in the face of the present demand, but no advances have been made. There are the usual daily fluctuations in some of the minor articles asked for, but these goods hold pretty well to the same figures from week to week.

Builders' hardware and tools are still going well. Nails and screws are beating all previous sales records. Some fine presentation sets of cutlery and a number of high-grade articles of silverware for wedding presents went forward on rush orders. These latter show that the hardwaremen in some sections have their ears to the ground. Sporting goods are yet in high favor.

SEASONABLE GOODS. — Improvement in strictly summer goods is noted. Lawn mowers, hose and supplies generally are moving splendidly and quite a demand has sprung up for hammocks. Repeat orders for house screenings are coming in fairly well and garden tools are active. The most notable feature in the whole market, however, is the demand which has sprung up for harvest tools and agricultural implements. Haying forks and cradles have gone out in fine quantities and orders are coming in for other lines. Inquiry has opened for fall lines, which seems to presage good business right up to the end of the year. In fact the great bulk of the skate business for next winter has already been booked. June weddings are responsible for a few handsome sales of cutlery and silverware. The orders were of the rush variety. Evidently the country hardwaremen are getting out after the business.

BUILDERS' HARDWARE. — With not a let-up this line is as much in demand as it was six weeks ago. Orders for delivery are days behind in being filled. Tools, too, are active, though holding only a second place compared with the hardware. Carpenters tools continue fair, but lathers' and cement layers' outfits have been good. In hardware sash cords and weights and a variety of fancy door knobs and plates of old-style designs are in demand.

HEAVY GOODS. — Like builders' hardware this companion line continues to be active. Nails are in such demand that factories are running almost continuously. The eastern mills are said to be getting much of the Western business at the expense of coast mills, because of cheaper freight rates. Certainly demand is enormous; but then building in all sections in Ontario is nearly back to the boom period. Screws, too, are very active. Bar iron and structural steel are more in demand than for two years, and great calls are made for pipe.

SPORTING GOODS. — Guns and ammunition are right to the front and with fishing tackle and outfits are increasing in sales every week. Camping outfits and supplies are beginning to move and inquiry increases. Baseball and lacrosse goods are still at normal.

METAL NOTES.

The president of the British Board of Trade states that the total value of exports of tin plate from the United Kingdom from 1904 to 1908 was $103,623,669, the highest figure for one year being $24,737,509 in 1905.

The revival of the steel industry in the United States is broading. Recent wire and fabricated steel orders have broken all previous records; 36,000 tons of wire were ordered from the American Steel and Wire Co. in one day.

The steel mills in Pittsburg are now running to their capacity for the first time in twenty years. At the present rate of going—day and night—it will take three months to get rid of the orders for nails alone now booked.

Trade Gossip from Canada's Eastern Provinces

Former St. John Manufacturer Wins Political Honor in Illinois City—Drummond to Locate Ore Docks at Newcastle—Nova Scotia Industries—Active State of the Hardware Market.

ST. JOHN.

June 16.—Eben Perkins, who left St. John about three years ago to take charge of a large horse shoe nail works in Hoopeston, Ill., has been elected an alderman of that city. While in St. John, Mr. Perkins was manager of the Portland Rolling Mills and the Maritime Nail Works.

John E. Moore returned last week from Boston, where he purchased a very powerful dredging plant for the Maritime Dredging and Construction Co. The dredge will work in the harbor here and has a capacity of 7,000 cubic yards a day.

The Drummonds have accepted the offer of a free site from the town of Newcastle and will commence shortly to build docks there for shipping their ore. A branch line is to be built from the mines to the Intercolonial at Black's cut, about four miles south of Bathurst.

The estimates for the Transcontinental Railway for work in the province during the month of May were: $423,547.25.

The annual meeting of the St. John Railway Company was held on June 9. The financial statement showed a net profit for the year of $52,980. The board of directors was re-elected with James Ross, of Montreal, president.

W. E. H.

HALIFAX.

June 14.—There is a fair volume of business passing for the season of the year in the hardware trade. Collections are about an average, and the outlook for the future is quite promising. There is a good demand for poultry netting, wire fencing and green cloth. Fair sales are being made of window and door screens, also paints, oils and brushes. The trade for haying tools is also opening up and several moderate sales have been made recently. Corn brooms have declined 25 cents per dozen, and oils and white lead have been advanced. The increase in the price of linseed oil is four cents per gallon, which is usually heavy. It is now quoted at 64 cents per gallon for boiled in cash lots, and 75 cents in smaller quantities.

All metals are firm and have a strong tendency to advance. Copper, pig lead, zinc, and spelter have all been advanced by the United States Steel Company and quotations have been withdrawn on all kinds of wire rods, plain twisted and barbed wire fencing. White lead is quoted at $6.25 for Canadian pure, and $7.20 for Brandram's B.B. Ingot tin is 34 to 35 cents, bar iron, $2; zinc, 6¾ to 7¼ cents, and sheet lead in rolls, $5.25.

Industrial activity continues throughout the province and it is predicted that the present year will be a banner one in the history of the iron and steel trade. The improved conditions that commenced to appear at the plants in Cape Breton early in the year, continue to be even more marked than they were at the outset. Every department of the Dominion iron and steel company's plants is working to its full capacity and new records in production, both as to the quality produced and the reduced cost of production, are being constantly made. In the steel rail department orders continue to be abundant and the prices realized are satisfactory. The same is true as respects the steel rod department—so much so that the mill in its efforts to overtake orders is running double shift to its capacity. In the open hearth, Bessemer, blast furnace, iron ore and lime stone departments greater economic results are being obtained, and the prospects are excellent.

The Davidson Lumber Company of Bridgewater are planning a lot of construction work for this season, and are advertising for three hundred men.

The steamer Hercules is now loading a cargo of 5,650 tons of rails at Sydney, for the Grand Trunk Pacific. This is the second cargo of rails for the Pacific this season.

James Reed, of Digby, N.S., has been awarded the contract for the erection of a new school building at Springhill, N.S. The building will be modern in every respect, and will cost about $55,000.

The Canadian Aerodrome Company, with headquarters at Baddeck, C.B., are constructing two aerodromes, and are giving employment to a large number of men. The dromes are constructed largely of metal, and they are modelled after the "Silver Dart" with which several successful experiments were made during the past winter.

J. H.

Interesting Trade Items Gathered in Ontario

Hardware Jobbers Appear Before Customs Board at Ottawa—Crops Reported in Good Condition and Sales of Summer Goods Large—Brantford to Get New Stove Foundry — Chatham Merchants Discussing the Giving of Christmas Presents to Customers—Windsor Judge Decides Important Law Case.

OTTAWA.

June 15.—On June 8 the board of customs appraisers concluded their monthly meeting at Ottawa. One of the important questions considered was the duty on electroplated goods. A deputation representative of the leading wholesale firms pressed argument before the board for a uniform duty of thirty per cent. as against the proposed tariff of thirty-five per cent. Objective cases were cited where at some entry ports lack of thorough knowledge of the goods would in all probability lead to irregular charges, as for instance in polished steel and plated steel. Where the polish is very highly done it would be a matter for an expert to judge between it and a plated or practically dipped piece. There was no assurance given as to the action to be taken by the board, but it is hoped that the claims of the hardware importers will be favorably considered. The houses represented were H. S. Howland, Sons & Co., Toronto; Wood Vallance & Co., Hamilton; Caverhill Learmont & Co., Montreal; and Thos. Birkett & Son, Ottawa. G. E. M. H.

KINGSTON.

June 15.—Kingston hardwaremen report a brisk business, due to the building going on in the city and country.

The City Council decided to build new coal sheds of cement, at a cost of $1 500.

Farmers say the crops in this section are in first-class condition, and all are in happy spirits.

H. W. Richardson, president of the Street Railway Co., sent a letter to the city council, offering the road to the municipality for money invested by stockholders, since 1905, and six per cent. interest. It is said that the road has not paid the capitalists, but that it might do as a municipal undertaking. In Feb. last, the company asked the city to renew the power agreement, but so far no action has been taken. The company has been getting power at $1.66 a kilo watt hour, but the cost has been $1.87 to $1.95 to manufacturers. The finance committee of the city council, will be asked to consider the matter.

E. G. B.

PETERBORO.

The Peterboro Hardware Co. had one of their windows decorated the week of May 24. It was arranged particularly for that day and besides being patriotic in its effect it combines a striking "ad" for the Sherwin Williams paints. The background is made up of two large Union Jacks, nicely draped. In the centre there are three Lee Enfield rifles stacked in regular military style. On each flank of the window there is a display of Sherwin Williams paints. They are not conspicuous and yet in a sense they are prominent. At the foot of the stacked rifles there is a display card with this inscription, "These Colors Never Run." The idea has been carried out well and the window was one of the best seen in the city in keeping with the patriotic spirit of Victoria Day. H.T.

BRANTFORD.

June 15—The continued warm weather has created a brisk demand for such seasonable goods as fly screens, doors,

refrigerators, ice cream freezers, and other such utensils. The weather being favorable to growing, there is a good call for lawn mowers. A feature of the trade is the demand among the farmers for what have hitherto been termed luxuries, such as ice cream freezers and refrigerators. Many farmers are laying in ice from their own creeks in winter, and are having summer comforts thereby.

The Westrumite Paving Company secured the contract for the paving of George Street.

The Brantford Real Estate Company will erect three three-storey buildings on Dalhousie street and a two-storey building on Darling street.

Local industrial matters are active, so far as new industries are concerned, the publicity and industrial department are getting in their work. Some time ago negotiations were entered into with the Norfolk Steel Range Co., of Norfolk, Virginia, which had expressed an intention of locating a branch in Canada. The firm had located temporarily at Welland. An expert of the company was in the city on Friday, and practical tests of the range were made in the Y.W.C.A. As a result of business men meeting in the city hall afterwards, $25,000 will likely be subscribed by local shareholders. The organization has not been completed, but prospects are bright, and a new factory will shortly be erected.

The Burrill Foundry Company has reorganized under the name of the Brantford Foundry and Development Co., with a capital stock of $40,000. The members of the firm are H. G. Burrill, J. B. Rouse and W. R. Burrill. Besides foundry work, a machine shop will be added, and the plant at Grey Street will be remodelled and enlarged.

Elliott and Son and Watt and Squire, two local hardware stores, are booming several leaders each Saturday, wire screens, lawn mowers and screen doors being the features. They report excellent results.

Sporting goods are having a tremendous call this season. Sport being rejuvenated in all branches. Running shoes and toggery are in great demand, local meets being held every week, the merchants donating prizes. Baseball goods are on brisk demand, especially the better quality. A.W.

CHATHAM.

June 14.—The urgent need of the recently inaugurated debt collection scheme is emphasized by the fact that accounts against over 400 different debtors have already been placed in the hands of the collector. Against many of these there is more than one account, the highest record against any single debtor being 11 accounts. This was the report presented at the R.M.A. meeting last Tuesday evening, after the collection scheme had been only a few weeks in existence. Though listing the accounts, mapping the city into routes and other incidentals have taken much time, the collector is already making regular calls, and has dates with 54 debtors, while upwards of $30 has already been collected, in addition to amounts paid direct to merchants, which will total far more. Some difficulty has been experienced in convincing debtors that the association is really in earnest, but this is only a temporary trouble.

A difficulty in connection with disputed accounts was referred to the association, many debtors having claimed that the amounts were incorrect. It was recommended that in such cases the collector instruct the debtor to show his bona fides by calling on the merchant with a view to adjustment within a week. At the end of that time if the debtor doesn't put in an appearance, the matter will be once more in the collector's hands. The feeling is that most of these "disputes" are merely devices to gain time.

A means of effectively handling country collections was another difficulty. In many instances 75 per cent. of a merchant's bad debts will be outside city limits. It was ultimately decided to experiment with a mail system of dunning, though the point was effectively raised by Peter Cunningham that monthly dunners were useless, and that to show the debtor that business was meant, would require a series of probably seven letters, steadily increasing in sharpness, at intervals of about a week. President Westman inclined to favor personal calls, and thought that by mapping out definite routes in the country the time and trouble involved could be reduced to a minimum, while the expense of horse hire, otherwise an insurmountable item, could be elimanated by individual merchants lending the collector the use of their horses and rigs time about. It was felt that the additional expense inevitable in any case would justify the charging of a small percentage on country collections. If the mail system doesn't work, further methods will have to be devised. A committee comprising Peter Cunningham, Paul Blonde, A. D. Westman, Harry Andrew and Wm. Anderson was appointed to take charge of the entire matter.

The practice of giving Christmas presents to customers was trenchantly handled by Wm. Anderson, who thought that, like ticket selling and program advertising, it should be placed under the ban of the association. He pointed out that the wholesale grocers had cut out the present giving habit, and it was up to retailers to follow suit. Personally, he had eliminated everything of the kind from his business, even to the annual calendar. Peter Cunningham added that he had been fighting the practice for years, but it was old and deep rooted. President Westman said he had found the annual calendar—something costing about 5 cents—a good means to doing away with more expensive presents; while F. Jacques declared that valuable customers did not get the calendars as a rule while children did. The matter will be further discussed next month.

The old objection to auctioneers selling new goods on the market was discussed, individual merchants favoring prohibition; but those present who were aldermen pointed out that the price of market spaces to auctioneers had been raised to $50, in addition to which they had to pay licenses. The general opinion was that prohibition was out of the question.

Wm. Potter, W. E. Parrott, J. E. Gray and W. M. Grant were named to look after the initial arrangements for the Merchants' Picnic next August. On Mr. Anderson's suggestion cards embodying the Merchants' Decalogue—the prohibitions with respect to program advertising, buying of tickets and soliciting of charity during business hours, and other items, including the fact of the merchant's membership in the collection department—were ordered printed, and will be distributed among the members. A dramatic wave of the merchant's hand in the direction of the significant placard will henceforth be all that is necessary to silence the now rare ticket solicitor.

Joshua Rumbell sold his hardware business in Harrow some time ago to a Mr. Townsend, agreeing to forfeit $500 if he started in business within a radius of five miles of that town inside of ten years. He did recommence business, with the result that Judge McHugh of Windsor recently awarded Townsend $500.

Jas. Craig, who has been employed with Van Tuyl and Fairbank, Petrolea, for the past two years, has accepted a position with Page's hardware establishment, Detroit.

Claude A Willet, who recently purchased the Mettan hardware store, Leamington, has taken possession, and will conduct the business under the firm name of C. A. Willet & Co. He is a St. Thomas man.

Dobbyn Bros., Wheatley, last week put on a window display of mounted animals and birds. To stimulate interest, Mr. Dobbyn offered a prize of $2 to anyone who would discover the name of one of the birds which had not been labeled. Two boys divided the $2, discovering that the bird was an American egret.

Hardwaremen here are up against a wire famine. Poultry netting and barbed corded and coiled wire are scarce. Wire fencing, however, and plain wire, do not seem to be affected. Merchants attribute the situation to circumstances similar to those which affected the lantern business a couple years ago and the spade and shovel trade for a while last year. Manufacturers seem to have cut prices, and booked orders for future delivery. Coiled wire, for instance, the price of which formerly hovered about $2.60 in cars or $2.70 for smaller shipments was slashed to $1.90. Now, to judge from this end of the line the wire men are reluctant to deliver at this price, and are holding off. This, at least, is the view of local hardwaremen in accounting for the difficulty of securing the lines mentioned. Fortunately, the rush season in wire is pretty well over, trade being naturally slack from now on.

Mayor Westman, of Westman Bros., hardware, has reached a practical solution of the meter difficulty which has en-

grossed his attention since becoming chairman of the water commissioners. Manufacturers are given a 6 cent rate. It is understood this settles the difficulty except for one concern, which secured an injunction to prevent the shutting off of the water, and which is believed to be irreconcilable. The injuction writ alleges that Mayor Westman's firm being holders of a plumbers' license issued by the water commission and also profiting by work which the meter by-law renders necessary, Mr. Westman is disqualified as a member of the commission. The contention is a peculiar one, and, if carried out to its logical conclusiion, would practically disqualify any plumber from holding the offices of mayor or water commissioner.

Stephens & Douglas have a very neat lock display this week. This is a line seldom used for window displays, but the showing is attractive. Instead of displaying the seasonable hammock in the window, this firm have hit the novel device of hanging it across the top of the entrance, about the customer's head as he passes in.

News from the Prairies and British Columbia

Winnipeg Loses Big Industry—Wife of Manitoba Hardwareman Burned to Death—Ashdown Company to Erect Large Warehouse at Calgary—Large Dry Dock to be Built at Vancouver—Wood Pipe Factory for Kelowna, B.C.

VANCOUVER.

June 12.—An industry of direct importance to the iron and hardware trades of Vancouver is the establishment of the drydock in the east end on Burrard Inlet, on the property owned by the Ross & Howard Iron Works. Nicol Thompson, who has had this matter in hand for some years, has returned from Ottawa and announces that his interview with the government was successful and that a subsidy is to be granted of three per cent. on the total cost of the dock for twenty years. As the estimated cost of construction will be one and three quarter million dollars, this means something like $37,500 per annum. Mr. Thompson states that construction will proceed as soon as the working out of the necessary details will allow, and that he will visit England shortly to float the scheme. The dock will be one of the first of its kind on the Pacific coast, to be a pontoon floating dock of steel, 500 feet long and capable of accommodating vessels of 10,000 tons. The terms of the subsidy necessitates the construction within two years, and the promoters are certain the time limit will not be exceeded. The dock is a necessity with the increase of shipping, for all the ways are full and vessels have to wait their turn.

H. K. Dutcher, civil engineer of this city, has returned from Kamloops, where he spent several days in connection with the power scheme being instituted there, and when the tenders for the supply of the machinery were opened. The contract for the engine and dynamo was awarded to the Canadian Westinghouse Company and for the boiler and condensor to the Canadian Fairbanks Company. Thirteen companies tendered. It is expected that the new plant will be ready in three months.

In response to the city's invitation three waterpowers, all within 60 miles of Vancouver, were submitted for sale. In addition, it was stated by T. W. Judd, of Brackendale, about 30 miles distant, that he had two unsurveyed, and if they were suitable arrangements for their purchase might be made. It is the intention of the city to secure water for power, and even domestic purposes ahead of time. In 1918 the city has the option of taking over the system of the B. C. Electric Railway Company, and power will be needed if this is done. In the meantime, the superintendent of the waterworks, municipally owned, will investigate the propositions, selecting the best, and then an engineer will be appointed to report thereon.

At the last meeting of the Fire and Police Committee, tenders were opened for 5,500 feet of rubber hose for the fire department. The tenderers were the Canadian, the Durham, the Dunlop and the Vancouver Rubber Companies, the prices being very even, running from $1.10 and $1.05 for the first grade, to 95c for the second. Five minutes were allowed a representative of each company to address the committee. The chief of the fire department recommended the Eureka at $1.10. The awards were: Vancouver Rubber Company, 3,000 feet Eureka; Dunlop Company, 1,000 feet Dunlop; Canadian Rubber Company, 1,000 feet Keystone; the Durham Rubber Company, 500 feet Magnet. The tender of the Vancouver Rubber Company to supply couplings at $2.44 per set was accepted.

Building permits continue to show up well, the returns for the past week being $151,620. The largest was a brick store for J. Dodson, baker, to cost $55,000; brick store for Capt. Pybus, $11,000, and alterations to a business property on Cordova street, owned by Evans, Coleman & Evans, $13,000. The rest was for dwellings and repairs.

The Fraser River Lumber Mills are constructing a logging railway in Vancouver that will cost $150,000.

Vancouver's new bridges, two in number, are progressing in construction and will be ready for use before the close of the summer. This week the huge bascule shaft, weighing 43 tons, for the Westminster avenue bridge over False Creek, was shipped in. The supports in the end of the shaft on which this will turn weigh twelve and a half tons each.

The clearing operations that are going on in and about Vancouver also brings grist to the mill of the hardwaremen, if it may be put that way, as well as the activity in the shipbuilding and repair yards.

J. C. Keith, who for several years has been in charge of E. Hunt's hardware department at Eburne, has come to Vancouver to reside.

Scott & Ledingham have been awarded ed the contract for ten miles of cement walks at 12 cents. R. B.

VICTORIA.

June 12.—Trade still continues fairly brisk, builders hardware being among the principal articles in demand. The warm weather of the past week has brought out the usual swarm of flies and screen doors and windows are in demand. Most of the local dealers are making a display of these necessary articles and are doing a good trade with them.

Victoria capital is interested in the Carmanah Coal Co., whose property is on the seashore of Vancouver Island, near Point Carmanah, a comparatively short distance from Victoria. The company have ordered a $20,000 diamond drill and will bore for coal.

The sale of Prince Rupert lots held in the city the latter part of last week, realized $323,190. The amount of $1,500,065 worth of property sold here and in Vancouver is claimed to be a record sale for one townsite. The prices obtained for the lots was high, some of the business properties bringing a very high price.

The city engineer's department is now preparing plans for a new incinerator to cost about $2,000 and capable of consuming twenty tons of material per day.

The B.C. Telephone wires in Victoria are to be put underground. The city is to borrow $50,000 for this purpose, the company meeting the charges of interest and sinking fund and paying nine-tenths of the cost of the work.

Contracts for the supplying of English cast iron pipe to the municipality of Oak Bay have been let, R. Angus being the successful tenderer. The amount involved is $15,952.30, that being the lowest tender. The following also tendered. A. Shiret, Robertson-Godson Co., Vancouver, W. G. Winterburn. The B. C. Foundry and Engine Works will supply the special castings. The contract for valves and meters will be awarded in the near future.

Work has commenced on the three-storey block to be erected by Challoner & Mitchell, the Government St. jewellers on Yates St. The structure will cost $8,000 and will be built of reinforced concrete and brick.

The growth of population has made another school necessary in the eastern part of the city.

Six carloads of machinery arrived in town this week consigned to the Victoria

CONDENSED OR "WANT" ADVERTISEMENTS.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

ARTICLES WANTED

WANTED—Horning press. Apply 530 Delaware Avenue, Toronto. (24)

AGENTS WANTED

PAINT manufacturer wants retail representatives in British Columbia cities. Widely advertised line sold extensively throughout America. Write for particulars. Box 853, HARDWARE AND METAL, Toronto. (27)

AMERICAN manufacturer wants representative who will carry stock in Ontario and call on retailers. Line already introduced to consumers. Address, Box 854, HARDWARE AND METAL, Toronto. (26)

WANTED—Industrial agent for thriving western town. Must be a capable organizer, able to inspire big commercial ventures and to write literature that will attract attention. A newspaper man would be preferred, but only high class applications will be considered. Salary $2,500 to start, $3,000 second year, and there is practically no limit to the money provided the man can "make good." Answer in confidence, "G. H.," care the MacLean Publishing Co., Montreal, Que. (26)

LONDON—Messrs. W. Cooper Penn, M.I. Mech. E., and Thorp, Consulting Engineers and Agents in Westminster, are desirous of acting as agents for the purpose of purchasing machinery and other plant for a leading Canadian firm. Address, 25 Victoria Street, Westminster, England. (27)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove, plumbing and tinsmithing business in one of the best towns in Ontario. Excellent opportunity to secure a well established business with good prospects. Apply Box 852, HARDWARE AND METAL, Toronto. (27)

GROWING, established business in stoves, gas goods, Martin-Senour paints, tinsmithing. Live Ontario city; excellent chance. Box 861, HARDWARE AND METAL, Toronto. (27)

GENERAL hardware and tinware business in Ontario town. Good turnover. Best of reasons for selling. Address Box 851, HARDWARE AND METAL, Toronto. (25)

BUSINESS CHANCES.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

HARDWARE, stove and tinware business for sale in a good manufacturing town, good farming and dairy country, doing good daily business. Established 32 years; will sell all, or workshop separate; stock $8,000; good reasons for selling. Box 856, HARDWARE AND METAL, Toronto. (27)

HARDWARE and stove business in Ontario city; stock about $7,000; on best business street; turnover $20,000 a year. Box 860, HARDWARE AND METAL, Toronto. (25)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

DICTATING to the Dictaphone saves 50 per cent. We will prove it to you if you will send us a post card for full particulars. Toronto Phonograph Co., Limited, Dictaphone Dept., 40 Melinda Street, Toronto, Canada. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink, which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont.

PARTNERSHIP WANTED

EXPERIENCED ACCOUNTANT and implement man wishes to correspond with hardwareman in western Canada with partnership in view. E. Weston, 542 Gladstone Avenue, Toronto. (25)

POSITIONS WANTED

HARDWARE CLERK, reliable, good book-keeper and office-man wants position. Four years' experience; splendid references. Box 859, HARDWARE AND METAL, Toronto. (28)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Experienced paint and glass traveler State previous experience and salary expected. Box 9, HARDWARE AND METAL, Winnipeg.

WANTED—Tinsmith, inside work. Apply 530 Delaware Avenue, Toronto. (24)

WANTED—Tinsmith, first class, to take charge of shop in good Manitoba town. Married man preferred; state salary expected. Apply Box 855, HARDWARE AND METAL, Toronto. (27)

WANTED—Two experienced machinery and mill supply salesmen. Applications to be made by letter only, with references, to The Canadian Fairbanks Co., Limited, Toronto. (24)

WANTED—Tinsmith, first class man, to take charge of shop in good Manitoba town. Would give interest in shop to right party. Apply to The James Stewart Mfg. Co., Ltd., Woodstock, Ont. (27)

HARDWAREMAN, 14 years' experience, wants better position. Advertiser, HARDWARE AND METAL, Toronto. (26)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid. The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ROOFING, CORNICE AND SKYLIGHT MANUAL.—Consists of 3 articles: Tin Roofing, including flat and standing seam roofing; Cornice Work, describing equipment for country shop and method of developing patterns; Skylight Construction, treating of a skylight without a ventilator and also with a ventilator in the top. 175 pages, 170 illustrations, 13 plates. Price $1.50. MacLean Publishing Co., Technical Book Dept., 10 Front Street East, Toronto, Canada.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

Machinery Depot, to be installed in the Skena river steamer being built by this ship building firm.

W. B. C.

NELSON.

June 5.—The Canadian Marble Works, of this city, has received an order for all the marble to be used in the construction of the new Great West Life Assurance Company's building in Winnipeg. The contract is a large one, the total amount of marble to be required being over 300 carloads. The whole of the exterior will thus be of Kootenay marble and will stand as a perpetual advertisement for British Columbia and the quality of its product.

June 12.—J. H. Ashdown, head of the Ashdown Hardware Company of Winnipeg, which has a branch here, was in the city this week on his regular business trip to cities where his branch stores are located. He reports that the demand on the prairie for building material and supplies was excellent, and on the whole he was highly pleased with the business outlook.

J. A. Ede, engineer of the Illinois Zinc Company, at Peru, Ill., is in this district to study the zinc industry in the Kootenay and Slocan. This industry has not such a bright prospect as a couple of months ago, owing to the high duty imposed on zinc going into the United States by the recently enacted Payne tariff.

KELOWNA.

June 12—With a large local demand for pipe for irrigation purposes, E. T. Bogart, of Vancouver, will establish a factory to manufacture all kinds of wood pipe, from the bored log variety to the continuous stave.

CALGARY.

June 14.—As a result of J. H. Ashdown's visit to Calgary, it has been decided that the company will erect a large wholesale warehouse here. A full line of all kinds of hardware will be carried and the new warehouse will be the distributing centre for the whole of the province and adjoining provinces. The location of the new structure will be the corner of 11th avenue and 2nd street, west. The building will be a four storey brick and stone 50x120 feet.

The National Drug Co. are to erect a three storey warehouse at the corner of Seventh avenue and Third street, west.

The Bradley & Tuck corner, just opposite the Post Office has been sold to the Dominion Bank for the neat sum of $100,000, which is $2 000 per foot. They intend to erect one of the best bank buildings ever built in Calgary.

A new hardware firm has opened up a retail store on Eigth Avenue a few doors east of First St., east. The name of the new firm is Turner & Co.

A. R. A.

SASKATOON.

June 12.—S. A. Clark, a pioneer hardwareman of this city, died to-day at his home on Spadina Crescent. Some years ago he established the business now known as S. A. Clark Ltd. One of his sons, Fred, now conducts a hardware business at Elstow, Sask. Mr. Clark only recently returned from an extended trip to England and appeared to be in very good health.

The Goose Lake branch of the C. N. R. was taken over by the operating department on June 13. The steel extends as far as Zealindia. There is a tri-weekly passenger service on the road.

The Hub Roofing and Cornice Co. have just finished fixing up a cornice on the grocery section of the Cairn's store.

J. F. Cairns has arranged to let his staff have a weekly half holiday during the summer months. The store will not be closed but the clerks will arrange amongst themselves for getting away. The effort of the retail clerks to get the city council to pass a by-law for a half holiday during July and August has as yet been unsuccessful. Mayor Hopkins, who himself is a hardwareman, is one of those against the scheme.



THE LATE S. A. CLARK,

A Pioneer Hardwareman at Saskatoon.

Building operations continue brisk although many big contracts are only in their primary stages. W. W. LaChance is preparing plans for a $45,000 school while plans for a $125,000 collegiate institute are now before the trustees.

D. G. R.

WINNIPEG.

June 16.—The Manitoba Rolling Mills Co. may remove their plant from the city and locate at a point where they will not be subjected to the petty annoyances and threats of Winnipeg city officials. A new site at St. Boniface may be selected and the company will proceed at once with the work of transferring the plant, which will be quadrupled in size and capacity.

The improvements planned by the company not only include the extensions to the present plant to four times its capacity, but they also contemplate the addition of a steel mill and possibly a puddling plant. Mr. McElroy is president of one of the largest horseshoe manufacturing concerns in New York state and when the western Canada business warrants such a step a horseshoe plant will also be put in. The present extensions will give accommodation for at least 400 men, a large number of whom are highly paid, for it is designed to run day and night, with double shifts on each, working the two trains of rolls to their full capacity. The work will cost about $250,000. The steel mill and other additions will more than double the number of men required.

The mineral resources of Riding Mountain, Manitoba, are about to be developed by a syndicate which has purchased the mineral rights of many of the settlers. Samples taken at a depth of 300 feet have been reported on favorably by the head office of the syndicate and it is the intention to sink a shaft 1,000 feet when it is confidently expected that oil and coal in paying quantities will be found.

Mrs. Steves, wife of a hardware merchant, at Rosebank, Man., was fatally burned on June 15th, while lighting the coal oil stove before breakfast. In some way her clothes were ignited, and in her excitement she rushed outside, where a strong wind was blowing. Her dress was entirely burned off in spite of the efforts of her husband, who was terribly burned himself in the attempt to save his wife. She died in the afternoon. Only a few months ago the house and store of Mr. and Mrs. Steves were destroyed by fire, and they lost everything they had.

J. C. H.

EDMONTON.

The Grand Trunk Pacific is expected to arrive in the city about July 1, when no doubt business will improve considerably on their line, as dealers are keeping their stocks low, until that time, as if they bought at present they would be obliged to have their goods hauled from some point on the C.N.R. or C. P.R.

J. C. Dowsett, sec.-treas. of Ross Bros., was elected president of the Edmonton Board of Trade, at their annual meeting a few weeks ago.

L. E. Dubuc, who for some years has been with Cote Boivin of Chicoutimi, Que., as manager, has located at Edmonton, Alberta, as a manufacturers' agent. He has secured several agencies from Montreal and the Old Country, and his lines will be confined to hardware and building supplies. Mr. Dubuc believes that in Alberta and Saskatchewan there will be splendid business for the manufacturers' agent. The demand for hardware and building supplies will be large there for years to come and those who secure the trade now will have the advantage in years to come. He prophesies a great future for Edmonton itself, even greater than any western city.

J. H.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED

Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

The Winnipeg Ceiling and Roofing Co.

MANUFACTURERS

WINNIPEG, - - - - - MANITOBA

G. F. Stephens & Co., Limited

WINNIPEG and CALGARY

The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

Whiting's Brushes
English Solid Back Horse Brushes
English Solid Back Scrub Brushes
Fine Varnish Brushes
Ridgley Trimmers
Paper Hangers' Tools

Write for Brush Book and Discounts

P.S.—We also ship all orders for Brushes the same day as recieved.

SUCCESSFUL ADVERTISING,

HOW TO ACCOMPLISH IT.

By J. Angus Macdonald.

Practical Work for Advertiser and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

Three In One

We have just issued under one cover new booklet containing

First
Illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us today.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

The trade has been very active for several days chiefly among the retailers. Builders' hardware, paints, and sporting goods are selling well. A few warm days last week stimulated the sale in refrigerators. The wholesalers are preparing for a heavy trade during exhibition week when it is expected many merchants throughout the west will visit the city.

We quote advances in linseed oil and turpentine.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55 per cent. copper: No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE Sisal, 10¼; pure manila, 12¾; British manila, 11¼c; lath yarn, 9¼c.

BUILDING PAPER—Plain: Sunrise, 50c; Surprise, 45c; Anchor, 60c; Cyclone, 60c; Victoria, 70c; Triumph, 67½c; Buffalo, 67½c; Jubilee, 70c; Tarred: Anchor, Joliette and Buffalo, 62½c; Victoria and Jubilee, 86c; Triumph and Joliette, 84c; Cyclone, 78c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, Canadian, $1.55; American, $2. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25; Canadian $22.50. Shot, drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe, ¼ in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6, $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX. full box, $9; ½ box, $5.75; IXX., full box, $13; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Eldoral Castor, heavy, 27c; medium, 26c; Standard Gas engine oil, 36c; Supreme engine oil, 50c; Empire cylinder, 54c; Royal gas engine oil, 50c; Century castor, 28c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 67c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.55 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—22c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

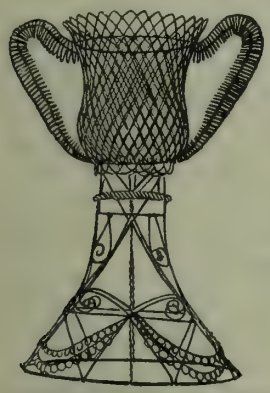
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are the official brighten up finishes. They are what the people want. Every dealer should handle this popular line. Brighten Up Finishes include the Sherwin-Williams Paints, Varnishes, Stains and Enamels which are used in and about the house—all products of established quality and reputation. They are sold as one line under uniform labels to make them easier to advertise and more convenient for the consumer to buy. Full particulars and trade prices will be furnished upon application.

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WAREHOUSES, TORONTO, ONT., AND WINNIPEG, MAN.

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The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

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There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Construction will soon commence on the new D. W. Black cleaning elevator at Fort William.

The new Consolidated Elevator at Fort William will be erected by the Canadian Stewart Co.

The Canadian Stonewood Flooring Co. is opening up a factory in Winnipeg for the manufacture of plastic flooring.

W. A. Edwards has been granted a permit for additions to the premises of the Frost Wire Fence Co., Hamilton, at a cost of $10,000.

The Dixon Bridge Works Co. are looking for a suitable place in the west for the location of a branch of their business. Port Arthur has appealed to them.

The Kootenay Belle, Columbia and Golden Belle mining properties on Sheep Creek, B.C., will start crushing with the ten new stamps in the mill at the Kootenany Belle mine in a few days. Four stamps are working at present, crushing about 70 tons per week.

The contract for the new Harold-Sanderson refrigerator and screen door factory at Paris has been awarded to J. D. Tindale, Ingersoll, and the work of construction will be commenced immediately. The cost of the new buildings is between twenty-five and thirty thousand dollars.

A big elevator company has been organized in Calgary with a capital of $600,000. The company will build a large elevator capable of holding a million bushels, and the company expects to have 250,000 bushels of this storage ready for use this fall. Work has already been started on the elevator.

The Canadian Stewart Co., one of the most recent of the big contracting companies in the U. S. to come to Canada, are employing over 700 men on the G.T.P. elevator at Port Arthur. Amongst other elevators which are contemplated by the Stewart Company is the construction of the Ogilvie Milling Co., who intend building another large elevator to add to their Fort William plant.

Municipal Undertakings.

A waterworks system is proposed for Oxbow, Sask.

$8,000 will be raised for a waterworks system at Rockcliffe, Ont.

The Belleville Board of Works is considering the construction of a number of sewers.

John Wagner, Cleveland, has the contract for sections 4 and 5 of Toronto's trunk sewer.

A by-law for new sewers and sidewalks was passed recently by the town of St. Paul, Que.

Galt & Smith, Toronto, have been engaged on a sewage disposal scheme for Nanton, Alta.

Tenders are invited by the Peterboro Water Commissioners for extensive work in connection with the waterworks.

The plans submitted for a waterworks system at Markdale will be passed by the Provincial Board of Health after a few amendments have been made.

The report and plans prepared by T. Aird Murray, C.E., Toronto, for a sewerage disposal system for North Toronto, were recently accepted by the Provincial Board of Health.

The contract for the instalation of the Yorkton, Man., waterworks system has been awarded to the Municipal Construction Co., of Regina. The Municipal Construction Co. has also been awarded the contract for the Estevan waterworks, amounting to $11,455.

Public Buildings.

The Guelph Board of Education is said to be considering the erection of a technical school.

Belleville ratepayers will vote on July 5 on a by-law to raise $70,000 for school extensions.

Tenders have just been taken for the erection of a new Presbyterian church at Chateauguay, Que.

The C.P.R. will spend one and a half millions on extensions to the Windsor street station, Montreal.

The Vonda, Sask., town school was recently destroyed by fire. The school trustees will rebuild on a better scale.

A by-law will be voted on in the near future to borrow $10,000 to build a town hall and police station at Killarney, Man.

Wilson & Holmes, Ottawa, were the successful tenderers for the new Hintonburg school and the new St. Mary's school, Bayswater.

The Fernie city council has purchased a lot in the centre of the business section of the town on which they will erect a new fire hall.

The request of the Welland School Board for $17,000 to add two rooms to fourth ward school and four rooms to the central school has been acceeded to.

The board of regents of Mount Allison College decided to proceed at once with the work of building the contemplated new stone ladies' college at Sackville, N.B.

At a meeting of the joint committee of the Niagara Falls council and library board, the plans of C. M. Borter for the new library were accepted. Tenders will be called at once.

The contract for the construction of the new high school has been awarded to Everard & Oakes at about $38,000. James Rae was the successful tenderer at $9,000 for heating, plumbing and ventilating.

General Building Notes.

A $10,000 dwelling will be built at Toronto by E. Davies.

E. F. Hutchings will build at Winnipeg a $22,000 warehouse.

The Canada Weekly Printing Co. will build a $7,150 structure at Winnipeg.

Thirty-seven permits totalling $151,620 were issued last week in Vancouver.

Morris Reid, Toronto, will build two pairs of semi-detached houses to cost $10,000.

The Leeson-Dickie Grocery Co., Vancouver, will erect a new six-storey business block.

M. J. Morris, Toronto, will build four stores and dwellings at a cost of $15,000.

A fourteen storey office building to cost over $300,000 is to be erected at Toronto.

At Toronto, Schultz & Garrett will spend $18,000 on three stores and dwellings.

Four pairs of brick dwellings to cost $20,000 will be built at Toronto by Wilkins & Co.

Two pair of semi-detached dwellings to cost $10,000 will be built by A. E. Fisher, Toronto.

Four attached stores and dwellings will be built by W. M. Rankin, Toronto, at a cost of $12,000.

The Bank of Montreal has purchased a site for the erection of a new branch building at Port Arthur.

Six attached stores and dwellings will be erected at Toronto by G. L. Thompson at a cost of $18,000.

McQuarrie & McLeod are the contractors for the new $157,000 Breadalbane apartment block at Winnipeg.

Recent building permits at Hamilton include: E. New, dwelling, $2,200; W. Theaker, house, for G. C. Hoar, $2,000.

The number of new buildings erected in Toronto between Jan. 1 and May 31 was 2,680. Last year during the same period 2,010 buildings were erected.

The Manse Committee of the Blenheim Presbyterian Church has awarded the contract for the erection of a new residence on MacGregor Street to H. Collar. Estimated cost $3,500.

J. Dodson, stores and office building, $55,000; Capt. H. Pybus, store and office, $11,000; Evans, Coleman & Evans, $13,000, are the three largest building permits issued at Vancouver last week.

Some of the smaller building permits issued at Vancouver during the week ending June 5 are: S. N. McLeod, frame dwelling, $3,800; W. A. S. Richards, frame dwelling, $2,000; H. C. Hatt & Co., frame dwelling, $2,500; J. B. Currie and A. Anderson, frame dwelling, $1,600; H. O. Appleby, frame dwelling, $2,000; C. E. Tisdall, alterations and additions, $3,000; John Hunter, frame dwelling, $1,800; Pacific Bottling Works, brick warehouse, $3,000; W. H. Patterson, frame dwelling, $2,400; J. Myers, frame dwelling, $1,000; G. Hawes, frame dwelling, $2,400; J. Gibbons, frame dwelling, $3,700; W. Sampson, frame dwelling, $2,500; J. G. Fordham, frame dwelling, $6,000; J. E. Guinet, frame dwelling, $1,500; W. H. Sparrow, frame dwelling, $1,500; L. H. Norton, frame dwelling, $2,000; Wm. Shannon, frame dwelling, $7,000; John Brown, frame dwelling, $4,650; J. D. Murray, frame dwelling, $1,500; Wick & Ives, frame dwelling, $3,000; J. McLeod, frame dwelling, $2,400; Calgary Milling Co., frame warehouse, $3,000; Buckley & Wilcox, frame dwelling, $2,000; T. A. Fee, alterations, $3,000.

In the production of naval stores for the year 1908, of the total 36,500,000 gallons of turpentine produced by all the naval-store producing States, the yield from Florida was more than 17,000,000 gallons; and of the total of 4,000,000 barrels of rosin, the output of this product from Florida was nearly 2,000,000 barrels. Georgia ranked next to Florida in the production of these products, yielding 1,000,000 gallons of turpentine and 10,000,000 barrels of rosin.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

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NEW YORK CITY



IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

TRADE MARK
IVER JOHNSON

You Must Pull the Trigger

or there will be no discharge. This is the *one* revolver that cannot go off by accident. We make the kind that discharges when you want to shoot and not before. One million six hundred thousand have been sold and not an accidental shot. As handsome a revolver as is made; in a number of styles and several sizes. As safe as a spiked cannon, but as full of business as a hornet's nest.



YOU MUST HAVE THE GOODS TO MAKE THE PROFITS

We make the only absolutely safe revolver on the market, advertise it in the big magazines and the sporting journals, and ask you to take your profits with us by supplying the demand we create.

All inquiries are referred to the trade. We never sell by mail where the dealer will supply.

Send for Dealer's Catalogue or order of your Jobber

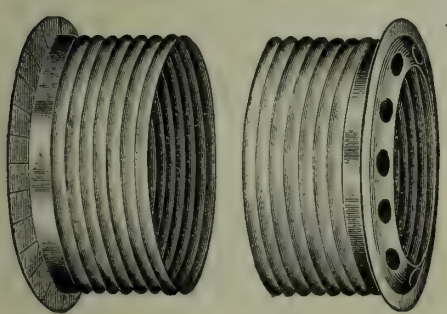
IVER JOHNSON'S ARMS & CYCLE WORKS

No. 330 River St., FITCHBURG, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

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Adjustable Thimbles



are the most practical Stove Pipe Thimbles in the world. They are handsome, durable and economical. They have no parts to get out of repair, and no springs to lose tension. They are composed of two sections, which screw together so easily that anyone can adjust them to any size wall or floor.

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THE SECRET OF GOOD IRON IS IN THE HEATING.

Uniform
Reliable
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What more do you want in London Bolts and Bars? Write us for quotations.

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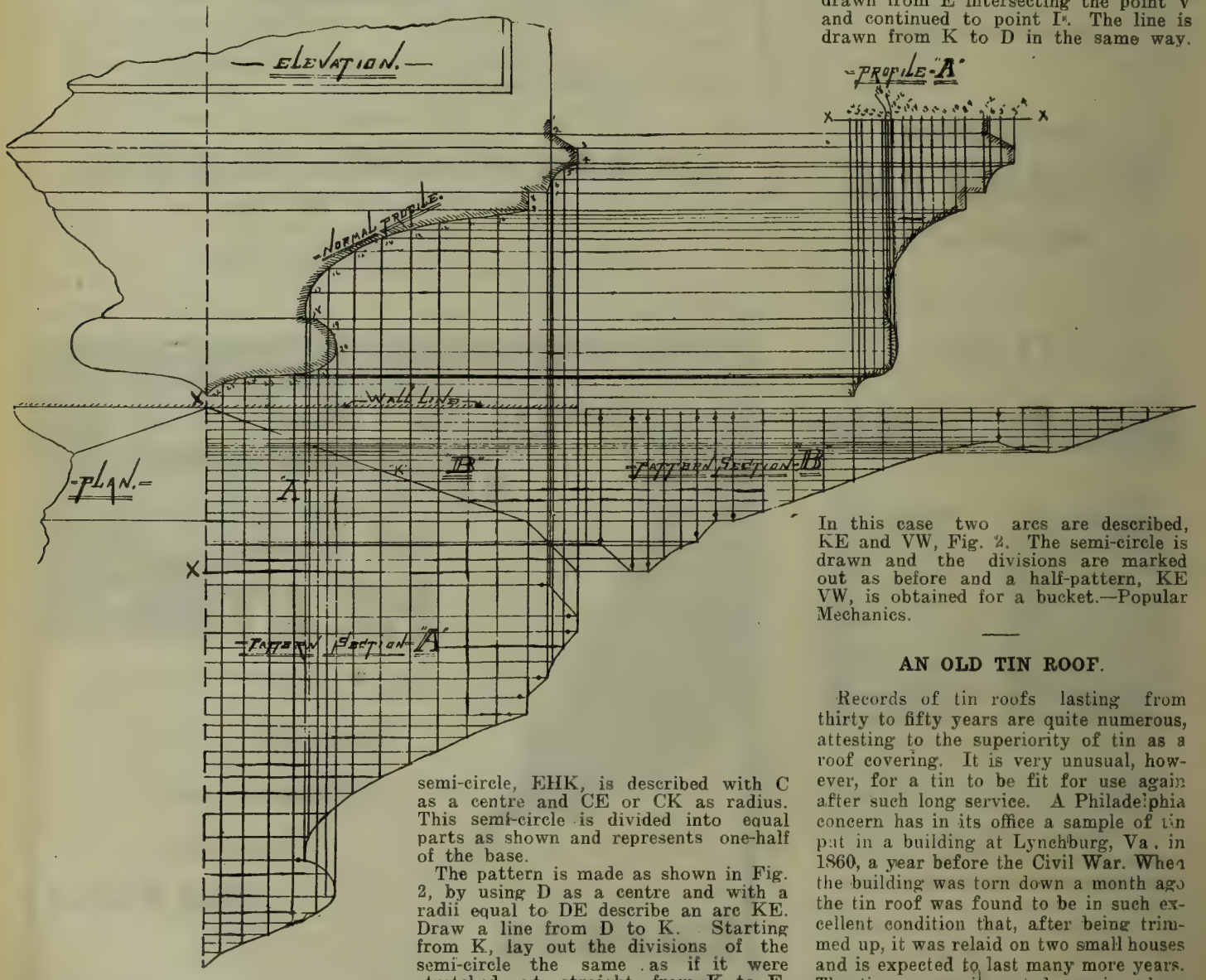
Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of This Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

SQUARE BAY WINDOW BASE.

This method can be applied to any size or shape providing same is similar in plan. In this case we have the normal profile in the elevation which is also the true profile of section "B"; divide the normal profile in any number of parts and draw same down through section "B" to miter line from these points of intersection, draw parallel lines through section "A." Next project the points in normal profile to right as shown, take the points of intersection on line XX in plan and place same parallel to the aforesaid projected lines as shown; from these points draw lines down until they intersect corresponding lines making the true profile for section "A"; take the stretchout of profile "A" and place same with parallel line under section "A" as shown, drop the points of intersection in miter line K in plan down until they intersect corresponding lines in stretchout, and this will give the pattern for section "A". Do the same with stretchout of normal profile by placing same opposite to section "B," obtaining pattern for "B."

G. L. GRAY.

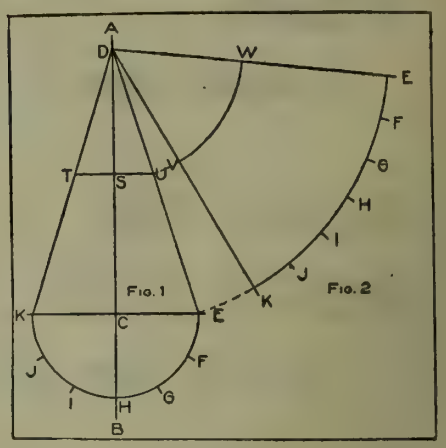


PATTERN FOR A CONE.

First draw a centre line AB, Fig. 1, and on this line mark the height of the cone from C, the base, to D, the vertex. The diameter of the base, KE, is marked out with equal radii from the intersecting lines at C. Draw a line from E to D and from K to D. A semi-circle, EHK, is described with C as a centre and CE or CK as radius. This semi-circle is divided into equal parts as shown and represents one-half of the base.

The pattern is made as shown in Fig. 2, by using D as a centre and with a radii equal to DE describe an arc KE. Draw a line from D to K. Starting from K, lay out the divisions of the semi-circle the same as if it were stretched out straight from K to E. Draw a line from E to D. Then KED will be one-half of the pattern for the cone.

A pattern for a frustum or tin bucket is made in the same manner, using the intersecting line at S, Fig. 1, for the height, from C, of the bucket. In this case KE would be the top of the bucket and TU the bottom. The diameter of the top KE is laid out the same as for the cone, and also the bottom, TU, is marked out in the same way. A line is drawn from E intersecting the point V and continued to point I. The line is drawn from K to D in the same way.



In this case two arcs are described, KE and VW, Fig. 2. The semi-circle is drawn and the divisions are marked out as before and a half-pattern, KE VW, is obtained for a bucket.—Popular Mechanics.

AN OLD TIN ROOF.

Records of tin roofs lasting from thirty to fifty years are quite numerous, attesting to the superiority of tin as a roof covering. It is very unusual, however, for a tin to be fit for use again after such long service. A Philadelphia concern has in its office a sample of tin put in a building at Lynchburg, Va., in 1860, a year before the Civil War. When the building was torn down a month ago the tin roof was found to be in such excellent condition that, after being trimmed up, it was relaid on two small houses and is expected to last many more years. The tin was an imported genuine charcoal iron plate coated with pure tin.

A. T. Fife, hardware merchant of Kenora was in Ft. William early this week on a business trip.

The Retail Paint Trade

PAINT ENTHUSIASM.

Although the sale of ready mixed paints is increasing tremendously every year in Canada, it cannot be said that the paint dealer has yet thoroughly realised the opportunities that lie before him. Encouraged by the manufacturer, he is becoming more enthusiastic as to the possibilities of his paint department, but still he has a lot to learn in the art of pushing his lines. The paint dealers in the States are much more alive to the profitable field that paint selling gives them. They recognize that no line of goods offers better profits than paints; that no line of goods has a better selling field, if properly encouraged; and that no line of goods has the co-operation behind it as offered by the paint manufacturer. A trip through the States shows the extent of the good work going on. Prettily painted houses are seen on every side; barns and fences bear the full glare of the summer sun without shame, and a review of the many interiors would no doubt tell the same tale. For instance, Massachusetts offers up a fine example of how paint can be utilised, and many dealers in Canada, who are sceptical as to the field that paint offers, should take a trip into this State, and see how the dealers there have realised their opportunities.

Many Canadian merchants are still inclined to look upon their paints as a minor side line, kept because customers ask for them. They make little effort to push sales, with the result that houses, barns, and fences are allowed to deteriorate all through the district for the want of energy on the part of the merchant. He neglects what should be a major, and not a minor, part of his store for the want of enthusiasm. Enthusiasm is the master key. If once the merchant becomes enthusiastic over the possibilities of paints, he will soon touch the dolars and cents that lie behind them. But the dealer must understand this, that the right way to sell paints is not to sit behind his counters and expect the consumer to come to him. He must go out and educate the consumer to the value of paint. He must arouse the spirit of emulation among the property owners so that no man will allow his neighbor to lead him in the matter of using paint. And in doing this educational work, the dealer is not only working for himself, but for the community, because paint is a valuable asset to every man. A man who paints his house regularly is adding to its value as a selling prposition, and he is preserving it for his own use. The housewife should be told that paint is a disinfectant as well as beautifier, and that a house made cheerful by paint must necessarily be the abode of health and happiness. The dealer is the only man who can do this educational work, and he can do it easily if he is thoroughly enthusiastic.

There is no doubt that if the dealer



THE particular dealer we want to get in touch with this time is the man who is tired of handling the kind of paints and varnishes and enamels that don't pay shelf-rent—the dust-catcher kind nobody ever calls for twice, and few people even once. There's news for that dealer in the selling-power of FLOORGLAZE (the king of solid - color floor enamels), GRANITINE (the floor finish that wears amazingly) and quite a few other lines of ours that make good.

If that dealer wears your hat it will pay you to ask us questions this very day.



Send for Sample Can of FLOORGLAZE, or GRANITINE

Stocks at Toronto (6 Morse Street), Winnipeg (108 Princess Street), and Vancouver (550 Beatty Street)

IMPERIAL VARNISH & COLOR CO., Ltd., TORONTO

IMPERIAL



BOLTS AND NUTS

An old but very true saying is that "an article well made is half sold."

Our Bolts and Nuts are well made. That's why they are giving such satisfaction, and why they are now being stocked by all the leading Hardware Men throughout the country.

We can supply everything in the line of Bolts and Nuts.

Montreal Rolling Mills Co.

were a practical painter a lot more paint could be sold, but all the same he can easily pick up those selling points, which will give him a strong campaign. And above all he is helped in every way by the manufacturer, who spares neither time nor money to help forward sales. It is highly important that the dealer should carry a good quality line of paint —one in which he can have the fullest confidence. Confidence in one's goods is the first requisite to success. It is an easy matter to pass this confidence on the customer.

Paint and Oil Markets

MONTREAL.

June 18.—The situation in the paint and oil trade may be described as very healthy. Purchasing is being done with greater confidence and in heavier volume, and there is a very bright feeling shown on all sides. There has been no special feature with regard to fluctuation in prices, and the market is strong and unchanged. A good call for white zinc, which, as a rule, is on the quiet side, is noticed this week.

TURPENTINE—Trade is exceedingly brisk, and the market is firm with an advancing tendency. Stocks in dealers' hands are none too heavy. We continue to quote 57c. for single barrels, net 30 days.

LINSEED OIL—As fast as the stocks can be matured shipments in linseed oil are now being made, and there is every indication of a good demand all through the summer. No further price changes are announced, and we quote: Raw, 1 to 4 barrels, 63c.; 5 to 9 barrels, 62c.; boiled, 1 to 4 barrels, 66c.; 5 to 9 barrels, 65c.; strictly net, 30 days.

GROUND WHITE LEAD—There is a strong undercurrent in ground white lead, and buyers, who see even a fair business ahead, are stocking freely in case another advance will occur. We quote: Strictly pure, $5.60 to $6.10, according to brand, and No. 1, $5.10 to $5.60, f.o.b., Montreal.

RED LEAD—Some cutting is still being noticed in red lead. A steady demand tends to keep the market up and for ordinary sized lots the following prices are still generally asked: Genuine red lead in casks, $4.50; in 100-lb. kegs, $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC—One of the features of the week has been some really good buying in white zinc. White work and white finish seems to be apparently growing into favor. We quote: Dry V.M. Red Seal, 7½c.; Red Seal, 7c.; French V.M., 6c.; Lehigh, 5c.; white zinc, ground in oil, pure, 8½c.; No. 1, 7c.; No. 2, 5¾c.

PARIS GREEN—There is a little more trade doing in this article, but the demand seems to lack the snap of former years. We quote: 1-lb. cartons, 18c.; 1-lb. tins 19c.; 50-lb. drums, 17c.

PUTTY—Putty is still moving out freely, and the tone of the market is good. Quotations are unchanged. Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

June 18.—An apparent slackening of trading is noted this week, and opinion is somewhat divided. One or two paint jobbers and manufacturers say business is good; while on the other hand an equal number say it is quiet. The majority aver, however, that passing business is "nice" though hardly up to what was done during the previous month. Of course, the paint trade is sensitive to weather conditions, and this wet spring has set back much work to the fall. Still painters themselves are rushed with work, just at the moment, and have contracts ahead to take up much of their time for a month at least.

Dry colors have been going out fairly freely of late, and some good repeat orders for ready-mixed have come in from country hardwaremen. The other lines have been normal only, with the exception of floor, wall and ceiling coverings, which may be termed summer, and so seasonable, lines, and which have been good sellers.

Prices continue rather firm all round, especially so with lead and oil. Turpentine is up a cent, but is irregular, and some houses are quoting, though not pushing sales, below the market price.

TURPENTINE. — There has been an advance of about 2 cents per gallon in the Southern States. It is reported that thus far this season the receipts of turpentine have been about 41,000 barrels, while last year for the same time there were about 62,000 barrels, indicating that for some reason the quantity coming forward this year has been much less than last year. This is supposed to have been partly caused by the unseasonable weather that has prevailed in the Southern States. Locally, turpentine has been advanced one cent per gallon, the price now being asked for single barrels is 59 cents. A couple of houses go below this, however; one at 58c and the other at 57c.

LINSEED OIL. — This line remains very firm. The price of seed indicates that any decline is out of the question for this season; at least up to September. Prices while not advancing are very firm. Single barrels of raw and boiled at 63c and 66c, are the unchanged quotations from last week.

WHITE LEAD.—The advanced quotations of last week still rule the local market, and if anything are pretty firm at the new figures. No. 1 is now $5.50 and $5.75; pure white runs from $5.00 to $6.10 with a superior grade at $6.35. Red lead is unchanged as to price. The demand for both white and red lead is but normal. Red lead is unchanged in price, $4.50 for casks and $4.75 to $4.80 for hundred pound lots.

The Painter Knows

That's Why He Asks For

"ENGLISH"

LIQUID PAINT

He knows that the shades are clean, clear and perfect.

He knows that the guarantee formula appears on the can.

He knows that the white base is

70% Pure White Lead
30% Pure White Zinc

thinned with pure linseed oil, turpentine and dryer.

It suits him. This is only one of the reasons why progressive dealers are taking up the agency.

Just send us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

MURESCO

Easy to Apply : : : : Only One Coat Needed

You can recommend this article to every amateur or professional painter, decorator or householder with perfect confidence. It is unequalled for all classes of ceiling and wall decoration.

It is ready to use when mixed with hot water. It is well to beware of wall finishes containing lime or plaster that cannot be removed by washing when desired; they are neither practical nor sanitary and will eventually peel off, leaving the walls in a ruined condition.

BENJAMIN MOORE & COMPANY
LIMITED

Makers of Muresco and High-Grade Paints, Colors and Varnishes : : : :

West Toronto, Canada
New York Chicago Cleveland

What Muresco Will Do

Muresco can be applied by anyone, to any kind of surface. It will not rub off nor peel, shows no laps, spots or brush marks, and is the only material producing that flat, subdued, velvety effect, so much admired.

Send for Sample Card and Prices

There's Nothing Just As Good

Elastica Floor Finish is pre-eminently the greatest selling article in your store at this particular season. We help its enormous output by our widespread campaign of instructions through the press. Millions of people are thus introduced to the greatest of all floor finishes. Do you wish to reap a portion of this rich harvest?

If so, write us to-day.

INTERNATIONAL VARNISH COMPANY, Limited
TORONTO

MAKERS OF FINE VARNISHES

Branch of

STANDARD VARNISH WORKS

NEW YORK CHICAGO LONDON BERLIN BRUSSELS

GLASS AND PUTTY.—Glass is moving a little freer, but it is not going out in any large quantity. Prices are unchanged, but much firmer than last season. Painters' putty is the only line of that article selling at all well just at present.

STAINS AND VARNISHES. — All summer lines for floor, ceilings and walls are moving nicely, and the demand is good.

PETROLEUM—Gasoline and benzine continues to increase in popularity and sales as the season advances. The movement of coal oil lines is fair. Prices unchanged.

—

CO-OPERATION WITH PAINTERS.

It has frequently occurred to me, writes V. W. Hartman in the American Paint and Oil Dealer, that many retail dealers overlook one feature of their paint business which, if given more attention, would tend to increase their paint sales and minimize the complaints arising solely through the improper handling and application of paint by inexperienced purchasers.

The feature referred to is the cultivation, the getting in touch with, the local painters. This is a problem that every paint dealer can consider with profit.

There are many, very many, good reasons why the painter will benefit by keeping in touch with the paint dealer. It will bring him many jobs he could not get otherwise. Every job he does with mixed paint is clear profit. He has no left-over materials on his hands.

The time he usually expends in mixing colors to meet the changing whims of his customers is saved.

He does not have to invest any money in materials. The house owner buys his own paint, pays for it and assumes the responsibility of its being satisfactory.

In fact, the painter has everything to gain, nothing to lose in this connection.

He gains the dealer's co-operation in securing jobs. This is no small item to him each season.

He is not called on to make good at his own expense and loss any job that does not prove satisfactory.

He avoids the time and trouble involved in mixing colors to suit the whims of his customers. He would gain many days' work in course of a season right there.

With such points as these to use, the retail paint dealer can go to the painters with a strong argument and will find it to his advantage to work hard to get them in line.

How many dealers sell a stove without telling the customer how to use it? The purpose of the different appliances are carefully explained, the proper way to adjust the dampers is illustrated. Yet how many of these same dealers ever think of handing a paint customer a color card or booklet containing directions to use the paint just bought, calling attention to them and the importance of their being observed?

If one per cent. of the enthusiasm and energy annually expended on base ball were diverted to the retail paint business how it would grow!

The fact that our timber supply is disappearing so rapidly, the price of lumber attaining almost prohibited proportions while its quality deteriorates from year to year, should be an eloquent source of argument for the paint dealer. Don't overlook these considerations when talking paint.

Laying aside the claims of individual paint manufacturers for superiority of any specific make of paint, the fact remains that ready-mixed paint is growing in public esteem. There is but one reason for this. It has demonstrated its adaptability to the varying conditions, climatic and otherwise, under which it is used. It is both convenient and economical for the dealer to handle and for consumers to use. It represents the best there is in paint protection. It is almost invariably an honest product, made on honor and sold at its true, intrinsic worth. Its rapid growth and universal use prove this. The wheels of progress refuse to turn back. The "good old days" of our forefathers is a slogan rapidly dying out. Twentieth century civilization demands modern conveniences, requires up-to-date methods. To deny this is to assert we are not a progressive, growing people.

The paint dealer is a public benefactor. The use of paint denotes thrift and prosperity, promotes health by making one's surroundings healthful and sanitary, increases the value of property by making it attractive. "Magnify your mission" and sell more paint.

—

PAINT NOTES.

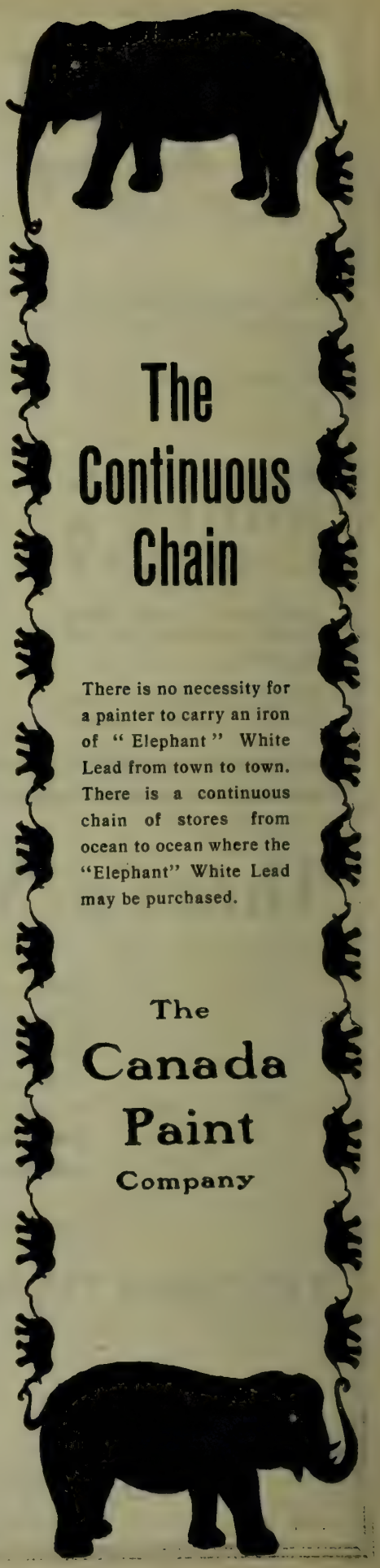
M. J. Phelan, Toronto, will do the painting in the new separate school at East Toronto.

The Bank of Montreal painting contract at Montreal has been awarded to F. Lefebvre of that city.

Murphy & Son, Montreal, have the contract for painting the W. T. Rodden residence at Vaudreuil, Que.

Oscar L. Whitelaw, a paint jobber, has been appointed Asst. Treasurer of the United States, with charge of the Sub-Treasury in St. Louis.

The Canadian Pacific has been experimenting with a fireproof paint for wooden trestles and bridges. A trestle treated with this fireproof paint was subjected to a pretty severe test, and met with promising results. An engine was run slowly over the painted trestle, and as it went the ashes were shaken out in such a way as to allow every chance for a fire. Later, the engine was brought to a standstill at the centre of the trestle and red hot cinders shaken out of the fire box in a heap on the painted ties. The first ashes from the moving engine made no sign of fire, while the heap from the standing engine caused a slight blaze on the ties which went out in a few minutes without causing any damage. The results of the experiments were decidedly satisfactory, and further work will be done to demonstrate the usefulness of this fireproof paint. If it proves a success, it will probably be adopted on wooden trestles and bridges along the C. P. R. especially on those located in remote sections of the line, where most trouble is caused by fires.



Barn Paints



A good barn paint brings you good money. Many paint dealers overlook the opportunity for profit in Barn Paints, and neglect the business altogether. There are barns, fences, roofs, bridges to be painted, but consumers hesitate to use the high grade house paints.

Ramsay's Outside Paints

fill the bill and help to fill the till. Don't overlook this profitable branch of the business. Two or three good colors added to your stock and pushed forward to your customers at $1.00 a gallon brings a nice profit. Ask us for card and price list of Ramsay's Outside Paints.

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

A Poor Varnish is Dear at Any Price

This is one of the reasons that you should sell high-grade, reliable, superior quality goods like

Standard Finishing Varnishes

They are elastic, durable and uniform throughout. They have hard drying properties and possess a lustre, appearance and finish that are imparted by no other varnish.

Send for our Booklet

Standard Paint and Varnish Co., Limited

Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.

Successors to

McCASKILL, DOUGALL & CO.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

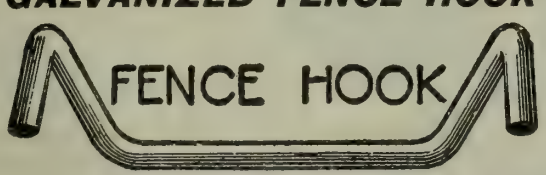
A. SHAW & SON, London, Eng.

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GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"OUR SEASONABLE LINES ARE PROFITABLE"



Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
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CANADA WIRE GOODS MFG. CO.

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We make Jail Cells and Gratings of every description.

Education in Paint as in everything else means progress. The tendency of the consumer is to specify the **kind** of Paint to be used. Supposing he says **"I want English Paint,"** just plain **English. Can** you, as a dealer that is honest, offer him anything else? **We do know that if you offer him any of our High Grade Paint or Varnish** that you can stake your last dollar on the fact that they are **English** all through and that the goods are sent out in the **very** original **tins** as **imported.**

We know there are imitators, but that is not our business. Don't be hoodwinked by labels, etc., "English." Get the

GENUINE ENGLISH GOODS

A FEW OF OUR SPECIALTIES:

English Varnishes for all purposes.

Phasantite—An ideal Water Paint. In 5-lb. Pkts. and in Kegs.

Lackerite—Our high-grade Varnish Stains, in 12 different colors.

Falconite—A slow-drying White Enamel. Always gives satisfaction.

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FALCON TRADE MARK

WILKINSON, HEYWOOD & CLARK, LIMITED, OF LONDON, ENGLAND

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Spreads Easy

Painters Enjoy

using the best paints. There is far more satisfaction painting with an absolutely pure mixed paint, that is thoroughly prepared by mill grinding, rather than fussing with paint made by the old process of stirring the ingredients together by hand. Even the amateur appreciates the purity, durability, lasting brilliancy and the purity of

Pure White Lead

Pure Oxide of Zinc

Pure Linseed Oil

No Adulteration

No Substitution

MARTIN-SENOUR 100% PURE PAINT

Anyone and everyone that brushes a little with our 100% Pure Paint soon finds out it is not filled with adulterants. They find out mighty soon that two gallons of **Martin-Senour 100% Pure Paint** covers as much as three gallons of the common kind. All these findings bring more business and after the severe test of changing climate when Martin-Senour Paint 100% Pure has protected and preserved the wood without flaking or pealing—then they **know** the best paint has been used. Send us an order today. We supply all advertising free.

THE MARTIN SENOUR CO., LTD.

Pioneers Pure Paint

MONTREAL
The Winnipeg Paint & Glass Co., Ltd., Winnipeg

CHICAGO
The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

100% PURE



OIL TANK PERFECTION

Complete as a circle

THE BOWSER
SELF MEASURING
OIL TANK

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

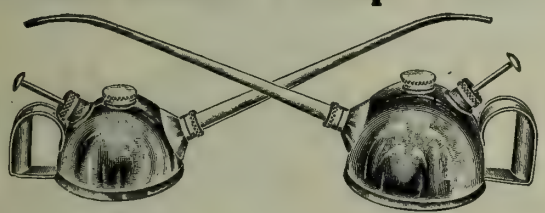
This is all done in an instant and without spilling a drop.

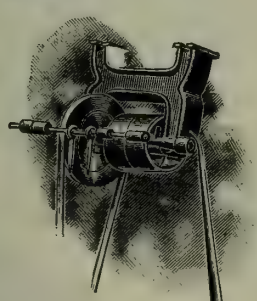
Bulletin 5455 will tell you many more things a Bowser will do for you. Better send for it before you forget.



S. F. BOWSER & CO., Ltd.
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Howland's Pump Oilers





For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Island City Floor Enamel

A floor finish of **high standard quality.** Dries **hard as stone** with a **brilliant** gloss. Made in **seven attractive** colors.

Write for Prices and Color Cards.

P. D. DODS & CO., Limited, **Head Office and Works, Montreal, Que.**



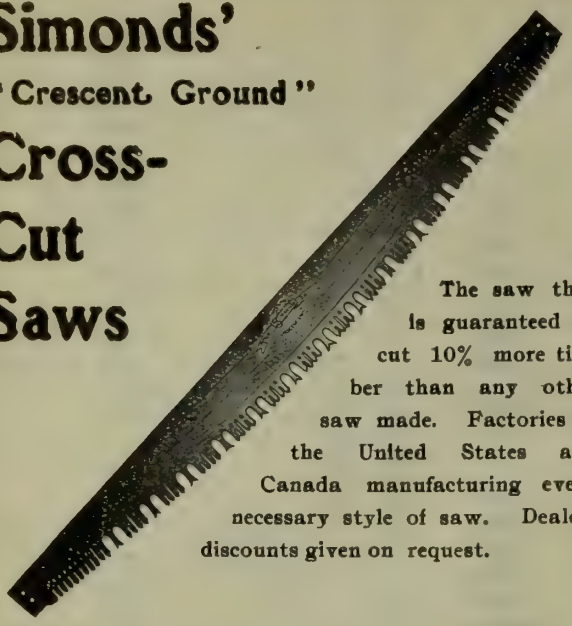
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J. H. Morin & Co., Toronto — The Western Paint Co., Winnipeg, Man. — The Capital Paint & Oil Co., Ottawa, Ont.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. St. John, N.B.

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

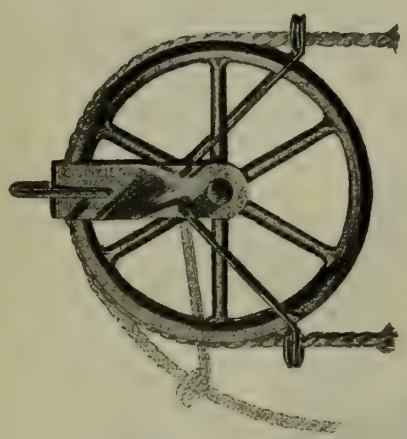
Rules and Regulations for the Hardware Store.
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Collecting Accounts.
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It makes the work of hanging out the clothes on the weekly wash-day easy, and has many advantages over smaller pulleys. It is made in two finishes—galvanized and japanned—and is a sure seller—an article that you can successfully push.

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THE C. S. ROLLSTON HARDWARE SPECIALTY CO, VANCOUVER, B.C.



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal

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—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



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Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

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GILBERTSON'S COMET

Gilbertson's Sheets
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mean quality and security in whatever work you may undertake.

Galvanized Flat Sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

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"QUALITY UNQUESTIONED"

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HENRY T. SEYMOUR SHEAR CO. NEW YORK.

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Shear making "up-to-date" is found in

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TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best In the World"

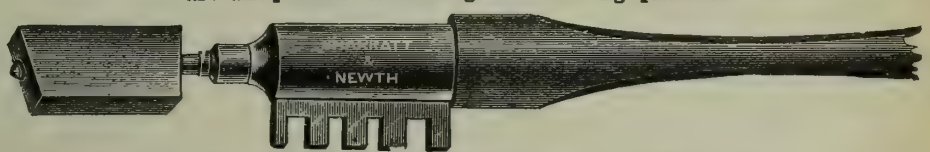
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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
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CÆMENTIUM

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Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

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IT'S ALL A MATTER OF HONESTY

If you intend to remain in business as long as we have done, it's **just confidence**, and more especially in the **Roofing Business.** What does your customer think of you when he finds that the roofing you recommended is useless ? How can you know ? Just one way. Deal with a firm whom you know. We have brands that sell themselves and they have given us the name **"The Roofing House of Canada."**

Leading Lines: BLACK DIAMOND TARRED FELT. JOLIETTE and CYCLONE SHEATHING. 2&3 PLY READY ROOFING.

THEN THE PRICES - THEY ARE RIGHT - NOW IS THE TIME.

ALEX. McARTHUR & CO., Limited

82 McGill St. F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces Montreal.

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal - Extra, 12c. per lb.; No 1, 10c.; 2, 8c.; 3 7c.; Langwell's an ifriction metal (special), 15c.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.....	0 22
Tubing, iron pipe size, 1 inch base..	0 22
Copper tubing, 4 cents extra.	

COPPER.

	Per 100 lb.
Casting ingot.....	14 25 14 25
Cut lengths, round, bars, ½ to 2 in...	21 00
Plain sheets, 14 oz.....	21 00
Plain, 16 oz., 14x48 and 14x60	20 00
Tinned copper sheet, base	23 00
Planished base.....	26 00
Braziers' (in sheets), 4x8 base ..	20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
" 9 40	9 20	

CORRUGATED GALVANIZED SHEETS

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20....	3 70	3 50	3 65	....
22-24....	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28.....	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. ..... " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	19 25	
Middlesboro, No. 3 pig iron..	16 75	19 50
Summerlee, No. 2 " ..	18 75	20 00
Carron No. 1	20 50	....
Carron ,special.....	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron.....	32 00	32 50
Ferro Nickel pig iron (3oo)....		25 00
Angles..... base	2 60	2 60
Common bar, per 100 lb.....	1 85	1 95
Forged iron	2 00	2 10
Refined " "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel.....	1 85	2 05
Sleigh shoe steel.....	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 35	2 50
Mining cast steel.....	0 07½	0 08
High speed	0 60	0 60
Capital tool steel.....	0 50	...
Cammell Laird		0 16
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.....	0 12½	....

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$33 00 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I X X, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. } " 14x60, " }	6 75
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25 7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.....	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks.....	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75	5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass....	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass.....	0 06½	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate.....	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work. 65 p.c.
High grade compression work, 60 p c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves. 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p c; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N P. Union elbows, 75 p.c.
Kerr "Radium" valve disc, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " ..... " 1 65
No 7 Fuller " " .... " 2 00
No. 4½ " ..... " 2 00
Patent Compression Cushion, basin cock, hot and cold, each..... $1.25
Patent Compression Cushion, bath cock, No. 2208, each..... 2 20
Square head brass cocks, 55 ; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet, 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30, $7 85.
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—50 per cent.
Steam Radiators—60 and 2½ per cent.
Wall Radiators—50, 10 and 10 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch.....	2 03	¼ inch..... 2 86
⅜ "	2 25	⅜ " 3 08
½ "	2 63	½ " 3 48
¾ "	3 16	¾ " 4 31
1 "	4 54	1 " 6 19
1¼ "	6 19	1¼ " 8 44
1½ "	7 43	1½ " 10 13
2 "	9 90	2 " 13 50
2½ "	15 81	2½ " 21 56
3 "	20 76	3 " 28 31
3½ "	26 13	3½ " 35 63
4 "	29 70	4 " 40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping.....	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked.....	0 05½
Green copperas (green vitrol).....	0 01
Sugar of lead.....	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons.....	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

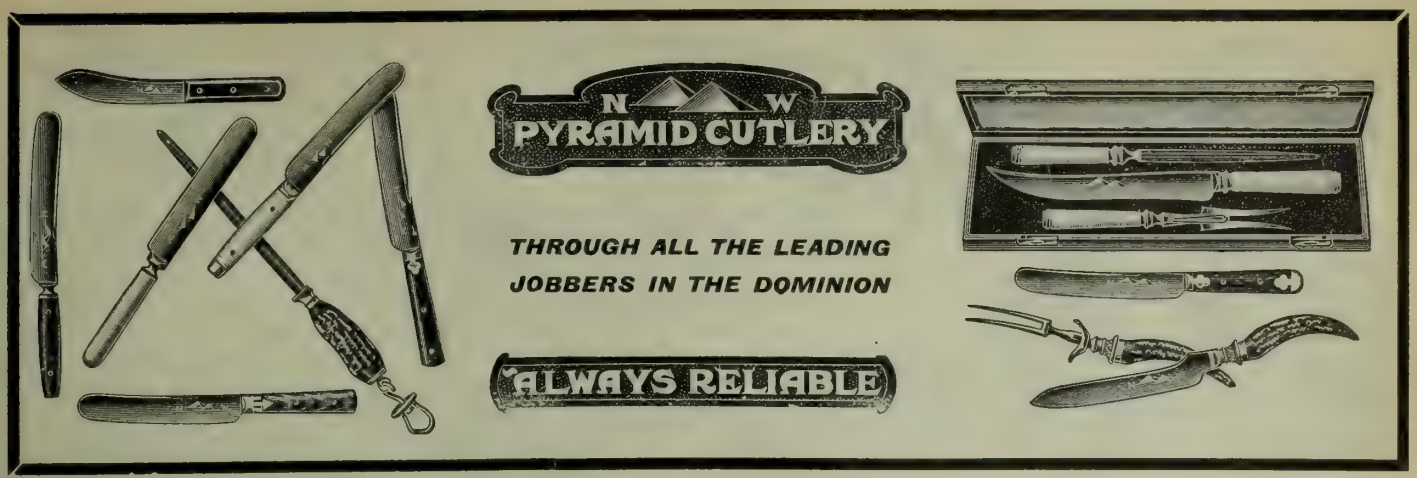
In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums.....	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.....	0 09



PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.O.	1 35
Brandram-Henderson a "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Standard.
Bulk in casks	1 65
" 100-lb. drums	1 90
Bladders in bbls	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 57 0 59
Linseed Oil, " raw	0 63 0 63
" " boiled	0 66 0 66

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
" Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 01
Robertson's O.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs. "	5 00 5 00
No 1, casks, per 100 lbs	4 00 4 00
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize" Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 16 lbs	0 45
Tarred Sheathing (Joliette), 25 lb	0 40
Tarred Felt, 7 oz., 50 lbs	1 85
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
" Iron Clad " cotton	2 10
Iron Clad " paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 25
over 12 in. "	3 25

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192 $19.55.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 2, per lb	0 27

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 19

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit, "	9 60 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 0 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters, 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $3 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.



Send for a Free Sample

Amatite ROOFING

If you will write to-day for a free sample of Amatite, the end of your roofing troubles is in sight. It is the one roofing that *needs no painting* after it is once laid on the roof.

If you would sit down and figure out exactly how much it costs to paint a smooth surfaced roofing during its life, you would find that the cost of this paint is *more* than the roofing itself Amatite, on the other hand, has a real mineral surface, and we sell the goods on the broad statement that it *needs no painting of any kind.*

The man who puts Amatite on his buildings is insured against leaks and trouble for many years to come. Send name and address for a sample and booklet, which will prove conclusively how much better Amatite is than the old-fashioned "rubber roofings" which require constant painting and care to keep them tight.

PATERSON MFG. CO., Limited Toronto Montreal Winnipeg Vancouver St. John, N.B. Halifax, N.S.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 40 p.c.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.		3 00
Lufkins, linen, No 404, 66 ft., each		0 94
" steel, No. 264, 66 ft., each		3 15
Chesterman's linen, No 1822, 66 ft. ea.		1 10
" Metallic, No. 1821		1 95
" Steel, No. 1840, 50 feet		4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail		4 25
Crown		4 85
Crescent		6 50
vereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	9 00
" " ¾ "	"	10 00
" " 1 "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS.

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's	0 13½
Berg's, per lb.	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent.
" " ¾ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ¾ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ¾ and less	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ¾ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SOLDER.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood	per doz. 5 00
" iron	" 4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c,

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring, 40c.
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½
"Singalese" and "Alaska" Nevada ver flatware, 42 p c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.



The Clauss Automatic Safety Razor

This razor is simplicity itself. It is antiseptic. No loose parts to get lost. Made of best material and silver plated throughout. Each blade sold under a positive guarantee. Twenty-four cutting edges with each razor. Clauss Automatic Safety Razor retails for **$4.00**

Merchants, Write for Trade Discount

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 39 per cent.
Foundry goods, hollow ware, 45 p.c.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" " wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 85	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.
Discount, 60 per cent.

METAL POLISH.
Tandem metal polish paste 6 00

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.
Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00
Japanning, 50c. per doz. extra.	
Prism globes, per doz., $1.20.	

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE
Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent,
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES
Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS
Lithographed, 60 and 10

OIL STOVES AND OVENS
Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, discount 40 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch "	1 47
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.
Plain and retinned, 75 and 12½

WIRE

ANNEALED CUT HAY BAILING WIRE.
No. 1 $3.50; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.
Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7; — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.
$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.
From stock, f.o.b. Montreal — 100 lb.; Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.30; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	2 50	2 55
Galvanized. plain twist	2 80	2 85
F.O.B. Montreal.		
Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.		
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.		

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50
Coopers', 45 per cent.	
Poultry netting staples, 40 per cent.	
Bright spear point, 75 per cent.	

WOODENWARE

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz.	8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz	73 75
Square " "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	64 00
Stephenson	74 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Connor Gearless Motor Washer	144 00

WRINGERS.

Royal Canadian, 11 in.. doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	36 50
Ottawa, 3 year, 11 in	41 50
Favorite, 5 year, 1 in	42 50

MISCELLANEOUS

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 21 0 22
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 23 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita.....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 13	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe.....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
200 lb. and over		60 00

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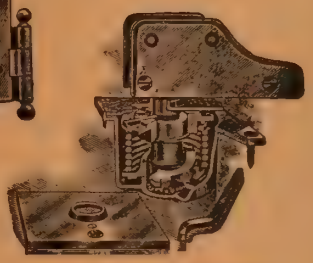


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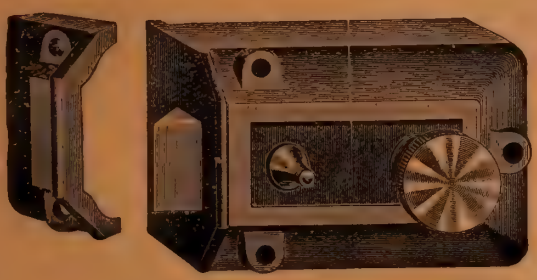
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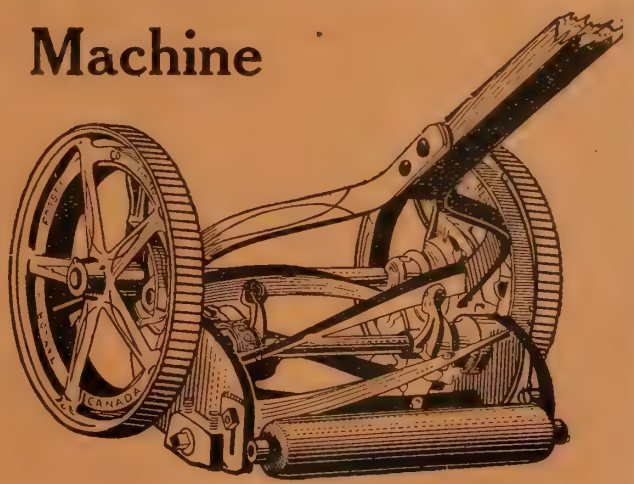
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"She picked this piece of paper up when she was in here the other day and she has been studying it like a spelling book. Yesterday when she ironed, she declared it was the last time she would use the old flats.

"Yes, that's the iron, the Asbestos Sad Iron, same as this picture. My wife likes this set here, and I guess I will have to take one of those Flounce Irons too, because she hinted about how nice it would be for her waists and the baby's things."

RESTS ON THE SHOWCASE



DON'T GET SCATTERED

One hundred folders with your imprint in a "Stand Pat" carton mailed on request. Write for a box and state how you want the folders imprinted.

The Dover Manufacturing Co.

Canal Dover, Ohio, U.S.A.



The White Mop Wringer

is a simple device which fits any pail without fastening and **presses the mop very dry** by a **gentle pressure** on the lever.

Every home needs one. Eliminates the hard, unpleasant and unsanitary part of mopping. One "White" sold sells several more.

Each Wringer is Warranted

MADE IN CANADA

Order from your jobber or from us.

White Mop Wringer Co.

Fultonville

New York



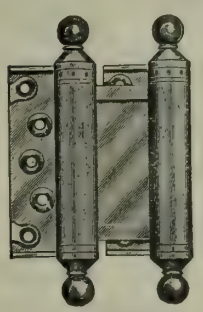
This Trade Mark guarantees Satisfaction.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

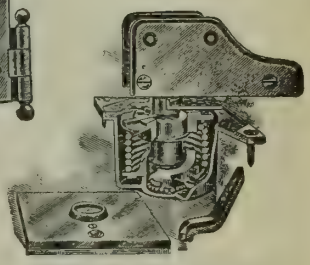
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

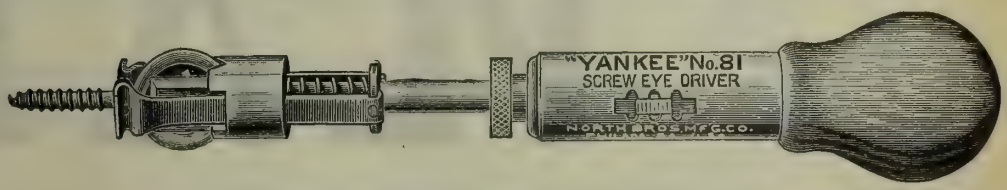
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

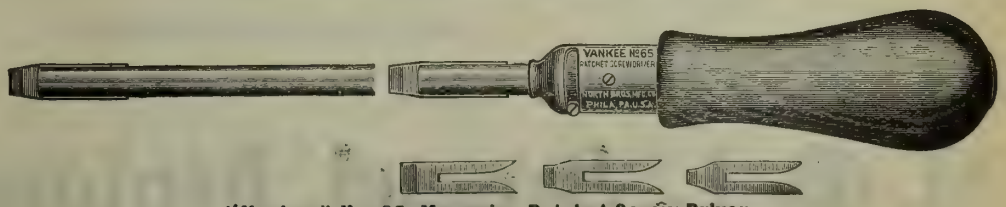
are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.





Mr. Hardwareman

Are you aware that the **EASTLAKE METALLIC SHINGLES** are the best steel shingles on the market? Now we are not claiming anything we cannot prove.

"EASTLAKE" STEEL SHINGLES were produced twenty-five years ago—long before any other steel shingle. The roofs that were covered with "Eastlake" shingles that first year are to-day in as good shape as when they were laid—never having needed repairs.

No other galvanized steel shingle can even claim such a record. Remember this fact when others say to you "My shingles will last a century."

Satisfy your customers Give them a shingle that has proven itself—that you know will insure the utmost satisfaction.

"Eastlake" Steel Shingles are made by the oldest and largest sheet metal building material firm in Canada—a firm whose policy has been "Protection to the Dealer" from the start.

We also manufacture **Galvanized Cornices, Skylights, Ventilators** and **Finials, Metallic Ceilings, Siding** and **Lath, Corrugated Iron, Conductor Pipe, Eavetrough, Fireproof Glass Windows, Doors,** etc., and Architectural Sheet Metal Work generally.

Write us for catalogue and estimates.

"You know the difference between 'claims' and 'proofs.' Claims MAY hold customers, but proofs WILL hold customers."—*The Philosopher of Metal Town.*

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

1673

CANADA PLATES

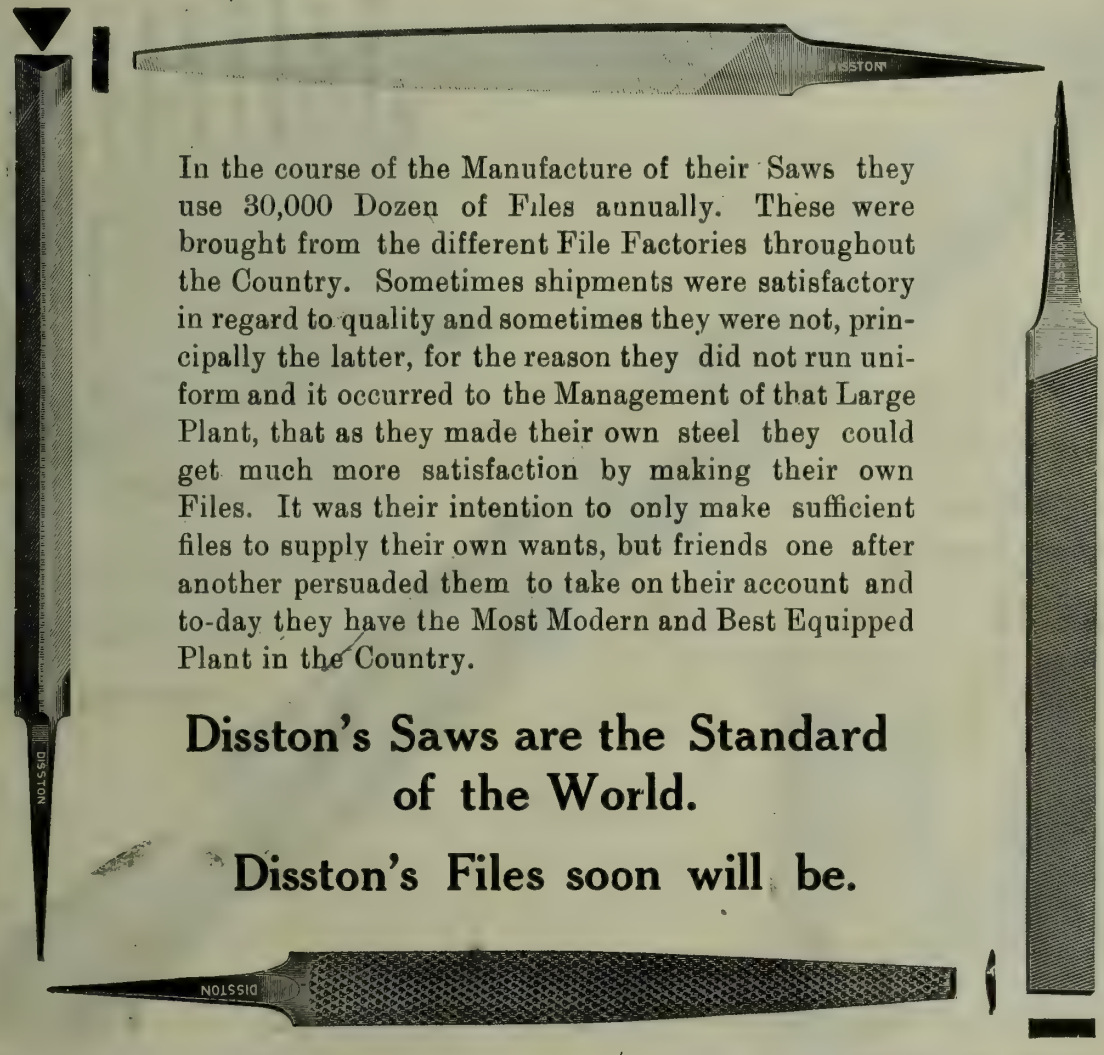
M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Disston's Files

Did you ever hear how "Disston's" came to start the Manufacture of Files? Here it is; it may interest you.



In the course of the Manufacture of their Saws they use 30,000 Dozen of Files annually. These were brought from the different File Factories throughout the Country. Sometimes shipments were satisfactory in regard to quality and sometimes they were not, principally the latter, for the reason they did not run uniform and it occurred to the Management of that Large Plant, that as they made their own steel they could get much more satisfaction by making their own Files. It was their intention to only make sufficient files to supply their own wants, but friends one after another persuaded them to take on their account and to-day they have the Most Modern and Best Equipped Plant in the Country.

Disston's Saws are the Standard of the World.

Disston's Files soon will be.

Orders accepted for immediate shipment and shipment up to September 1st.

PRICES REASONABLE.

LEWIS BROS., Limited

Importers and Distributors.

OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

MORSE DRILLS

Best by Test. **Made from High Grade Steel**

DEALERS

There is a good margin of Profit for you in this line. Every shop should be equipped with "Morse" Drills and Reamers.



Sets of Straight Shank Drills.

Best Drills on the market.

Let us quote you on

"Morse" High Speed Drills

Our large stock enables us at all times to fill orders promptly.

Sets of Drills in Indexed Cases.

Send for Catalogue—Free.

Ask our travellers about this line.

ALL ORDERS RECEIVE PROMPT ATTENTION. WRITE FOR PRICES.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

A New Set of Saws

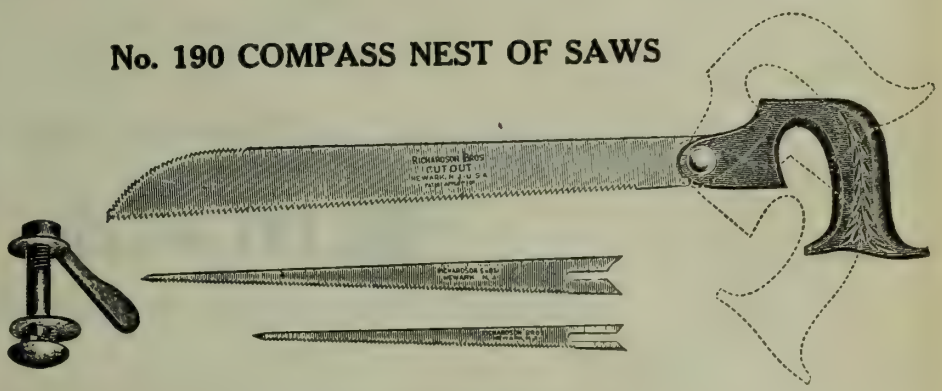
Needed by Every Carpenter, Plumber and Electrician

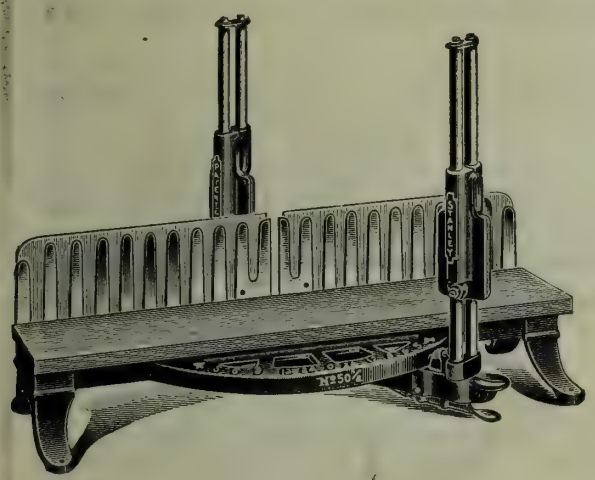
A Special Floor Cutting Blade is included in our nest of saws, No. 160.

With it any portion of flooring or ceiling can be cut *without boring*. Special adjustable handle can be set at any angle to suit convenience of operator.

Price allows a good margin of profit for retail dealer.

No. 190 COMPASS NEST OF SAWS





Stanley's New Mitre Box

Nos. 50½ and 60½

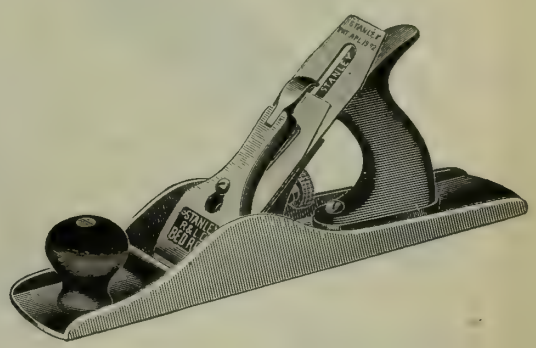
A thoroughly reliable tool in every respect. At a moderate price.

No. 50½ Mitre Box Without Saw
No. 60½ Mitre Box with 20-in. Back Saw

Moulding of any size up to four inch can be cut in this box.

Stanley's "Bed Rock" Planes

Combine utmost solidity and rigidity with widest range of adjustment.
Corrugated or plain bottoms.
Nine sizes.
No effort required to sell Stanley Planes. They are known.
For trade requiring low priced planes, our "HUNT BRAND" is the best to be had at the price.



WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co.

Montreal and Winnipeg.

MAUSER RIFLES!!



We have 320 Unused **MAUSER GERMAN ARMY RIFLES,** 8-Shot Repeating Model 71/84. These we are offering to the trade at

$5.00 each

Purchasers of rifles will be required to take 100 Rds. of Ammunition (German) at $2.50 per 100, with each rifle.

Terms, 30 days, less 2% cash. Orders taken subject to stock being on hand. All orders filled in rotation, as received.

Very few of these rifles in Canada to-day and no more to be had. This is your chance. Write or wire NOW.

EMERSON & FISHER, LTD. - St. John, N.B.

For Heavy Engine Work Use **Imperial Genuine**

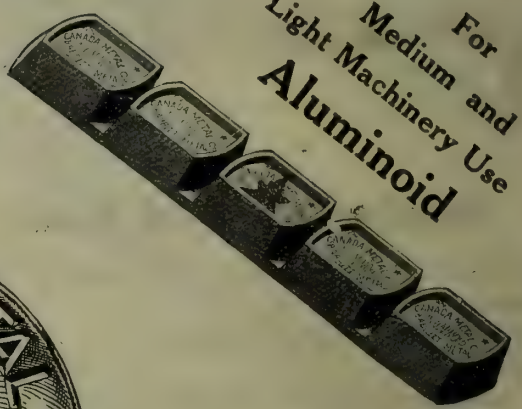


Three Specials

I anufactured by



For Medium and Light Machinery Use **Aluminoid**



For All Ordinary Machinery Requirements

The Result of 20 Years Experience

The Canada Metal Co., Ltd., Toronto

On the Farm

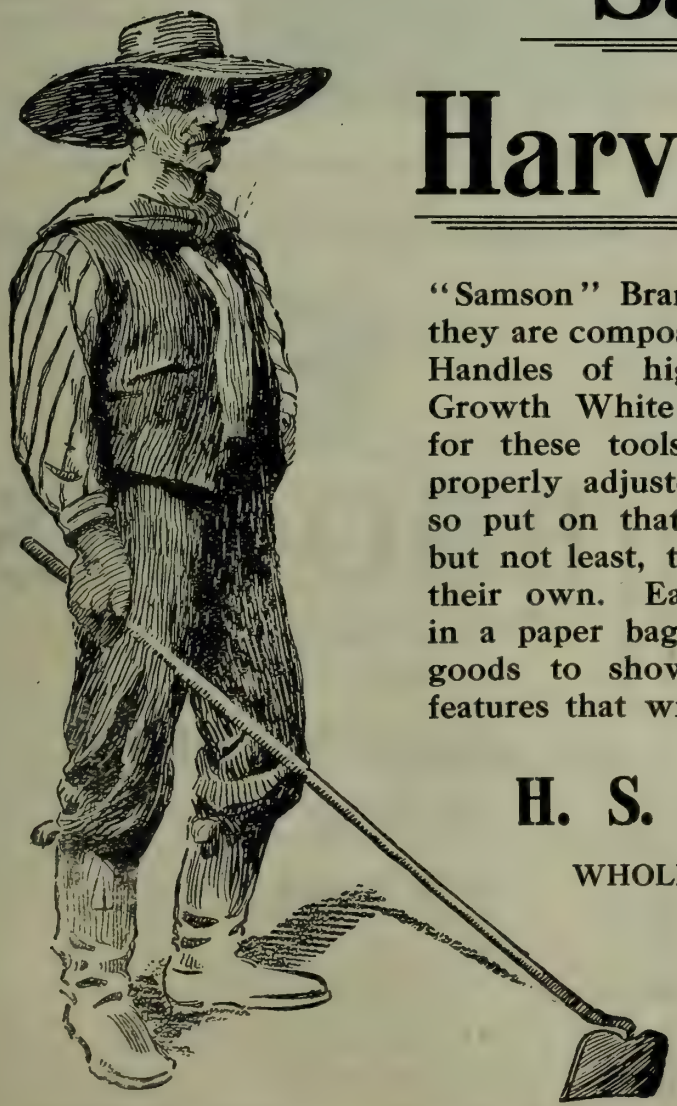


It is the test that counts after all. You may say everything that is fine about an article, tell about its construction, material it is composed of, and finish, also the price may be right, but the tool that stands the work is what the Farmers want; what they want they will buy.

STOCK

"Samson"

Harvest Tools



"Samson" Brand will stand the work because they are composed of Oil-tempered Drawn Steel; Handles of highest grade Canadian, Second Growth White Ash and are specially selected for these tools. The Tines and Blades are properly adjusted by experts. The Ferrule is so put on that it cannot work off; and last but not least, they have an attractive finish of their own. Each handle is carefully covered in a paper bag, so you will have new clean goods to show your customer. These are features that will appeal to the buyer.

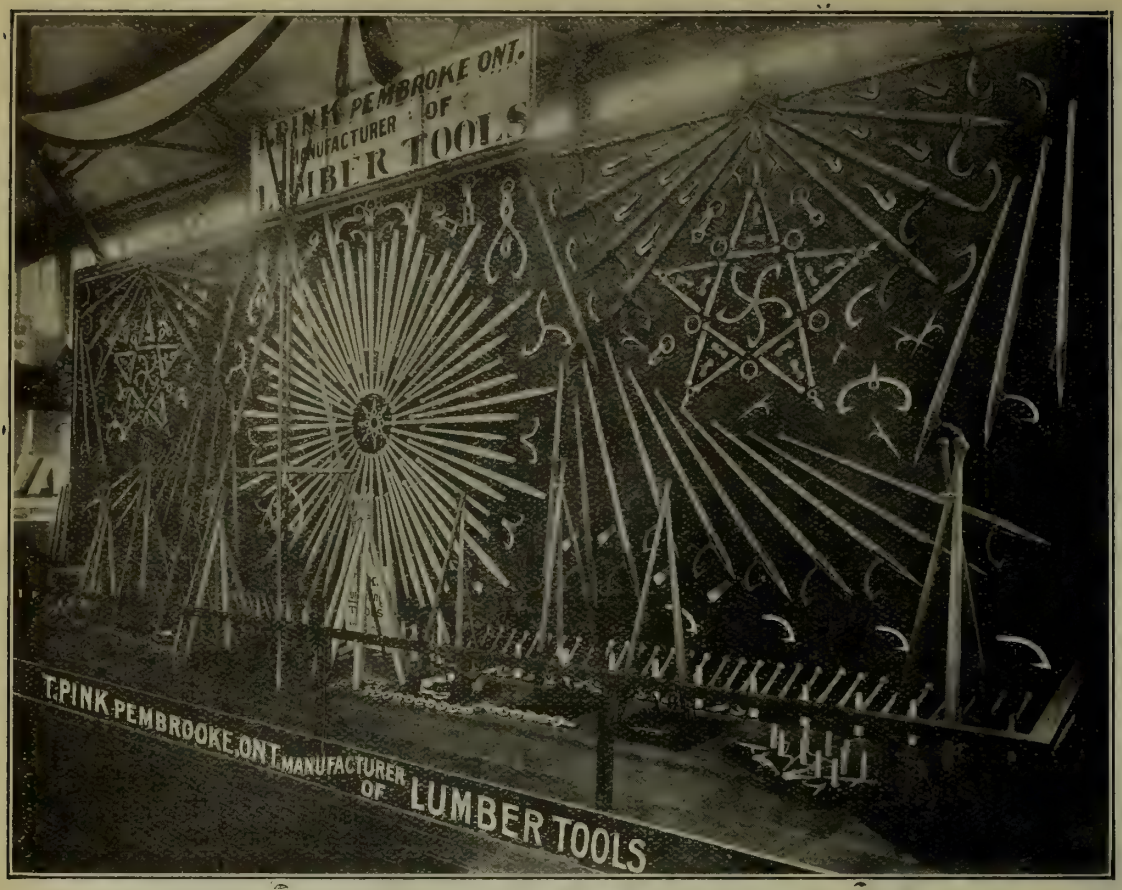
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LIMITED

WHOLESALE HARDWARE MERCHANTS

TORONTO.

Graham Nails are the Best.
We Ship Promptly.
Our Prices are Right.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Steel Stamps Stencils

Every Hardware Man should have
Our Steel Stamp Booklet

Your Customers Require
Steel Stamps and Stencils

We are the manufacturers

The Hamilton Stamp & Stencil Works
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Hamilton : : : : Ontario

TRADE MARK KEYSTONE BRAND REGISTERED

BROOMS

These three lines never fail to please:

KLONDIKE
JUBILEE
STERLING

Manufactured by

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, - ONTARIO, CANADA

FAIRBANKS VALVES

are structurally strong

Their design and development is the result of many years experience in

Valve Manufacture

and they are Scientifically and Mechanically Correct.

Renewable Discs

It is b ut the work of a minute to change the disc and have a valve which is in every way as good as new.

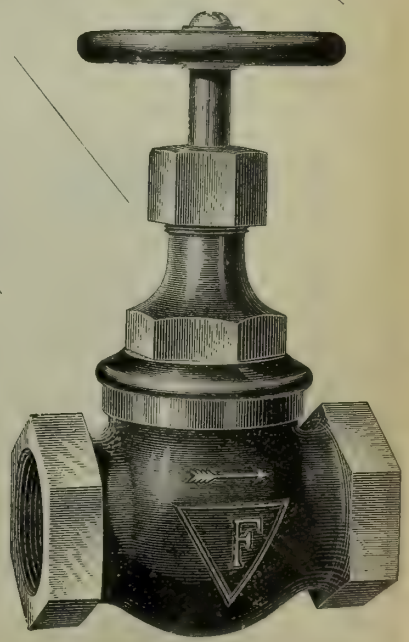
Fairbanks Valves are steam tight, water tight and air tight. Every one tested under hydraulic pressure, far above working pressure.

THE CFCo LTD

THE CFCo LTD

THE CFCo LTD TRADE MARK

Valves of all kinds, Pipe Fittings, Engine and Boiler Accessories, etc. In fact everything for the Plumber and Steamfitter.



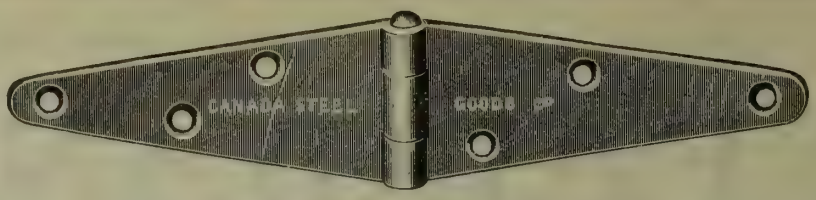
The Canadian Fairbanks Co., Limited

MONTREAL

Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver

Crescent Brand

Registered



DON'T BE "AN EASY MARK"

Any jobbing house can tell you that there are dealers here and there who will take anything at all; good, bad or worse, with no regard for brand or quality just so long as it is the "article" they ordered from the traveller.

Of course, we all know that if it wasn't for this class of merchant the manufacturer of inferior goods would go out of business—but, Mr. Merchant, don't you let anybody think for a minute that you're that kind of a business man.

You don't intend to be a "dumping ground" for these inferior goods.

When you want a Hinge, you want the very best kind of a Hinge—

A CRESCENT BRAND HINGE

The up-to-date Hardware man knows what he has to pay for and doesn't take chances. There are several kinds of Hinges and Butts, and those of quality and merit bear the **"Crescent Brand."**

Canada Steel Goods Company, Limited

MANUFACTURERS - - - HAMILTON, ONTARIO

36" AND 40" NETTING

PALMER HAMMOCKS

and

ACCESSORIES



CUT No 029.

Hammock { Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

Send for our 1909 Catalog showing 109 colored illustrations.

NEW YORK OFFICE
55 Worth St.

The I. E. Palmer Co.

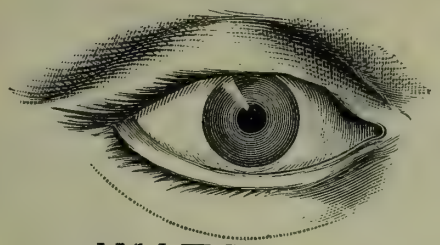
MIDDLETOWN CONN.

Canadian Representative:
R. N. SCOTT, - - 200 McGILL ST., MONTREAL

7/4 AND 8/4 LENO

The Original, Largest and Best Equipped Hammock Plant in the Country

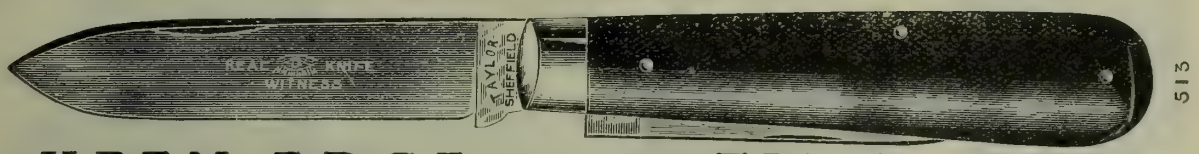
TAYLOR'S



WITNESS

CELEBRATED

CUTLERY



KEEN EDGE TRUE STEEL



MANUFACTURED IN SHEFFIELD, ENGLAND

DECATUR, BULL & CO.

SELLING AGENTS. MONTREAL, CANADA.

WRITE FOR CATALOGUE AND PRICES

HAMMOCKS

Have you considered this matter ?

You can make your Hammock Department one of the best paying departments in your store by selling "STAR BRAND HAMMOCKS"

Manufactured by

The Dominion Hammock Mfg. Co., Limited

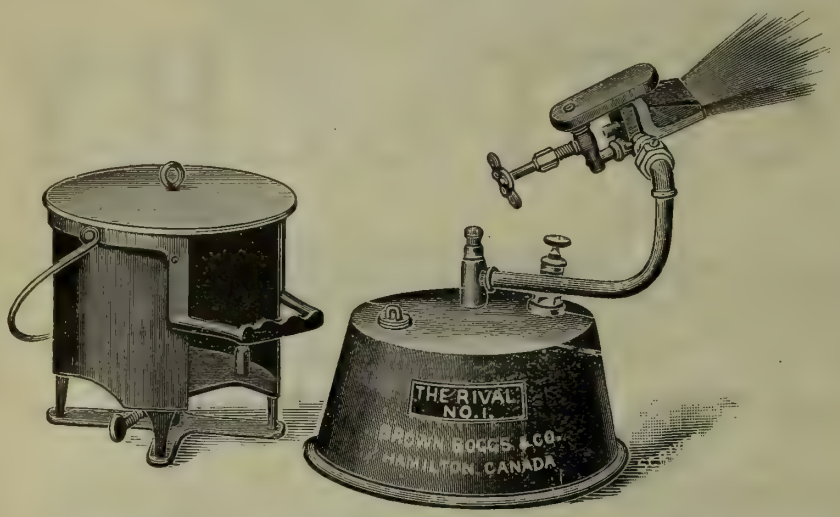
DUNNVILLE, ONTARIO

Send for Catalogue with price-list and discounts, through your jobber

HEAT THOSE IRONS

WITH A B.B. & CO. RIVAL GASOLINE FIREPOT

NONE BETTER
ONE SIMPLER
ONE CHEAPER





IT IS STRONG AND DURABLE—IT CAN BE USED AS A PAINT BURNER

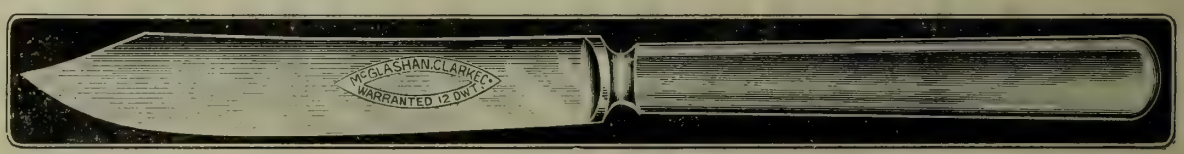
The parts are all interchangeable and can be renewed at small cost

Manufactured by the

BROWN, BOGGS CO., Hamilton, Ont.
LIMITED

TINSMITHS' TOOLS PRESSES and DIES CANNING MACHINERY

A SEASON ARTICLE—FINE FRUIT KNIVES

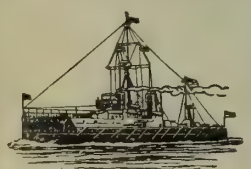


These knives are put up in half dozen lots, in white satin lined boxes. The cut shows the plain 12 dwt. quality, with swedged blade. This is a choice line to push during this period when the goods are in such general demand.

SEND FOR OUR CATALOGUE

THE McGLASHAN CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont., DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



Registered Trade Mark

The Celebrated "Dreadnought" Milling File

A substitute for Files which is revolutionizing File Work. A great cost reducer; a simple and radical improvement on the ordinary style of hand files; it cuts from 300 to 500 p.c. faster than an ordinary file; it is self cleaning; it can be sharpened four times; it cuts equally well all metals, also wood and marble; its cutting edge outlasts from five to ten ordinary files; although practically a rasp, it leaves the surface smooth N.B.—The Dreadnought is adaptable to every job in which ordinary files can be used, expediting the work and doing it better, and for numerous jobs usually milled in machines. Gold Medal, Franco-British Exhibition, 1908. Gold Medal, International Exhibition, Madrid, 1907



The J. H. Hanson Tilley Co., Ltd, Mfrs., 422-424 St. Paul St., MONTREAL, P.Q.

FACTORY, 65 Dalhousie St.

AGENTS { Halifax, N.S.—Austen Bros.
Toronto, Ont.—Nicholson & Ritchie, Traders Bank Bldg.
London, Ont.—London Engine Supplies Co., Ltd., Richmond St.
St. John, N.B.—The Jas. Robertson Co., Ltd.
Winnipeg, Man.—Bissett & Loucks, Limited
Vancouver, B.C.—H. M. Flock & Co., Crown Bldgs.



No. 5406

NOW IS THE TIME

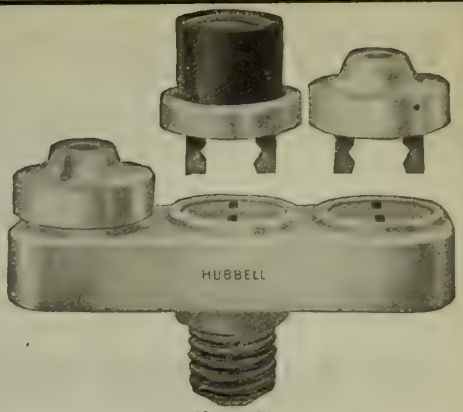
to Send Your Enquiries and Orders for

Hubbell Attachment Plugs

Write for Hubbell Catalogue

THE R. E. T. PRINGLE CO., Limited

WINNIPEG MONTREAL



No. 5531



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

OUR NEW CATALOGUE

No. 71

TRADE W B MARK

Is just off the Press.

It lists our complete line and if you have not received a copy write for one to-day.

TRADE W&B MARK

The WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

ST. CATHARINES, - ONTARIO

IT'S RIGHT IN YOUR LINE--WHAT?

The control of the local steel situation. Hardwaremen often complain that the builders' trade is gradually but surely slipping away from them. You can get it back by

SELLING STRUCTURAL STEEL

which merits your strongest support. No need to "stock up." Every retailer can push our products. Remember every building plan promises an order. Write us at once for further particulars.

THE HAMILTON BRIDGE WORKS CO., Limited, HAMILTON, Canada

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

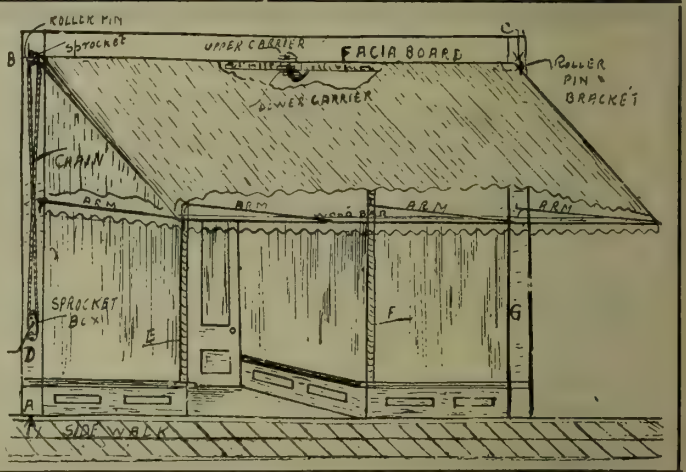
How to order an Awning!

THIS IS WORTH REMEMBERING

Measure your store-front as shown in cut from "A" to "B" and from "B" to "C"; send us the result and we will quote you our closest price.

We can supply you with awnings of any style and latest improvements.

Make your measurements as suggested, and write us for quotations.



WM. BARTLETT & SON

20 ADELAIDE ST. WEST, - TORONTO, ONT.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

How to Save Money in Fencing

"IGEL" BARB WIRE

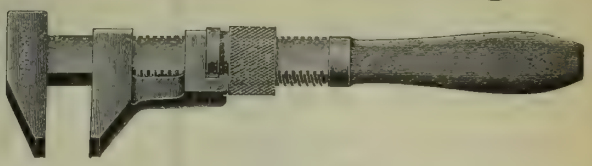
Ordinary Long Barbed Wire is DANGEROUS
Many valuable cattle have been ruined
by Long Barbed Wire

"IGEL" Short Barbed Wire is NOT DANGEROUS, quite as effective, and Cheaper.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft, Carlswerke, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal.

It couldn't be stronger!



This wrench is all steel—handle included. The head bar and shank is a one-piece steel forging. The handle is forced on under immense pressure and hot riveted in place. It is so shaped that it fits the hand and will not slip when the hand is wet or greasy.

WRENCH CATALOG SENT ON REQUEST

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

L. E. DUBUC

MANUFACTURERS' AGENT

of Edmonton, Alberta, is open at any time to receive propositions from first-class manufacturing firms who desire capable and concentrated representation in the Provinces of Alberta and Saskatchewan.

CORRESPONDENCE INVITED - REFERENCES

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

LOOK OUT!



¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

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Low Down High

For all merchants that carry merchandise on shelves enquire of E. R. CASE, Toronto

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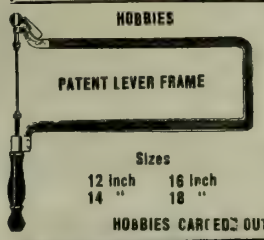
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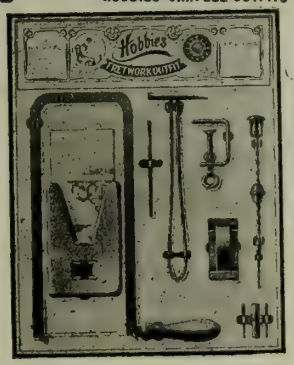
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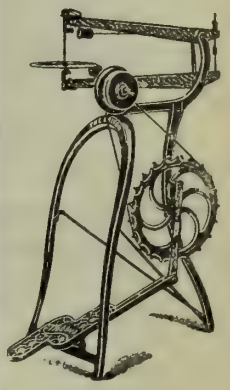


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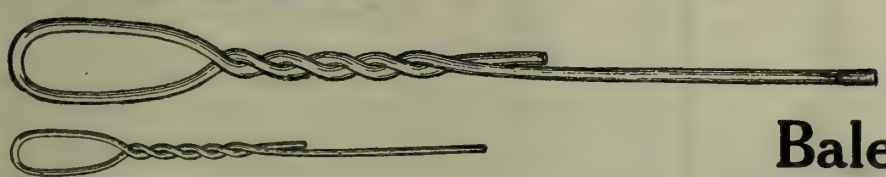
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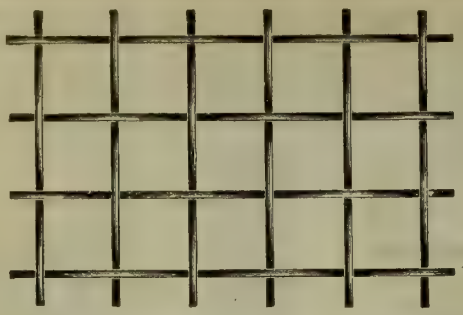
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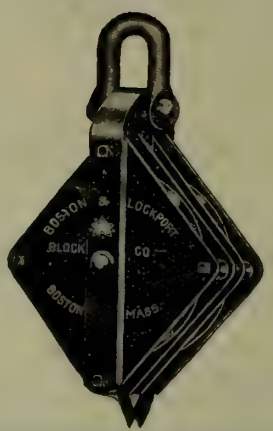
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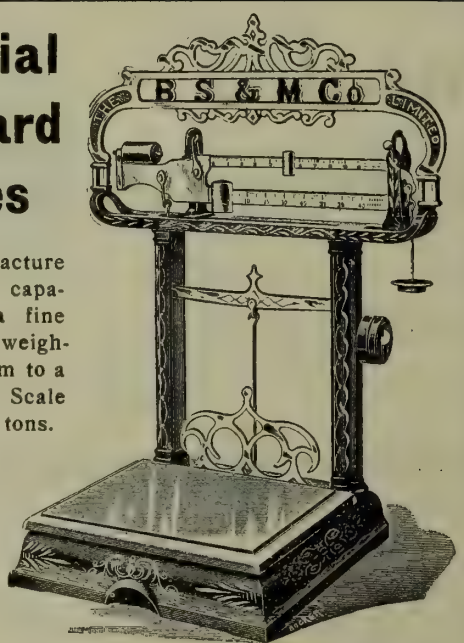
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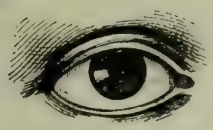
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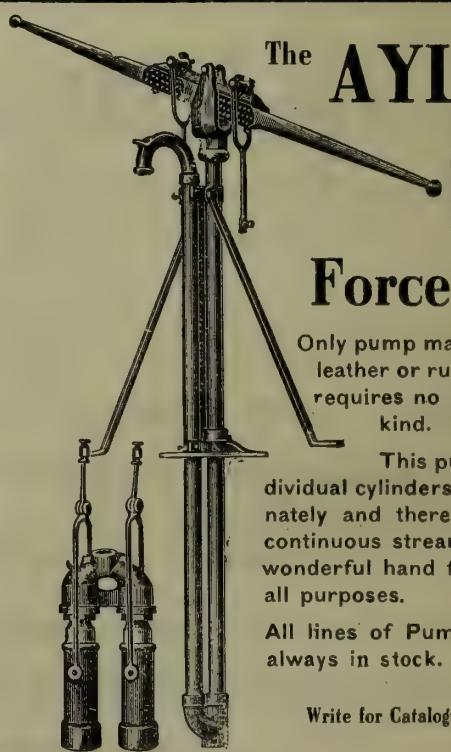
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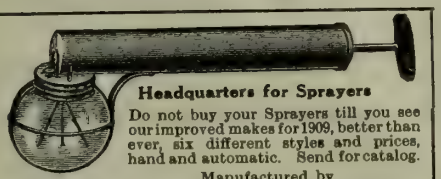
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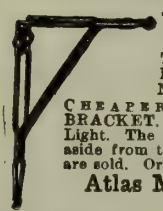
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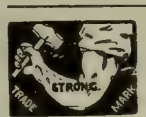
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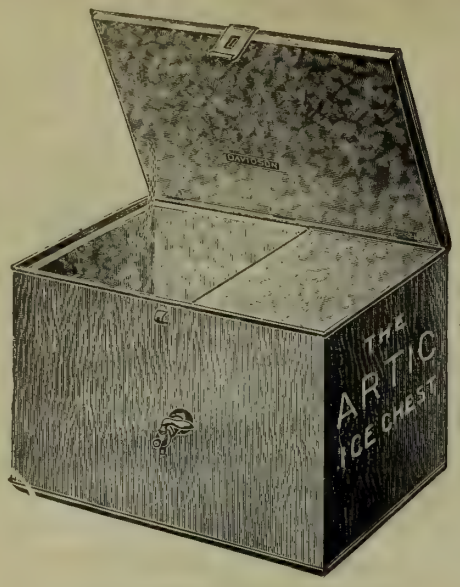
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To Secure Good Results
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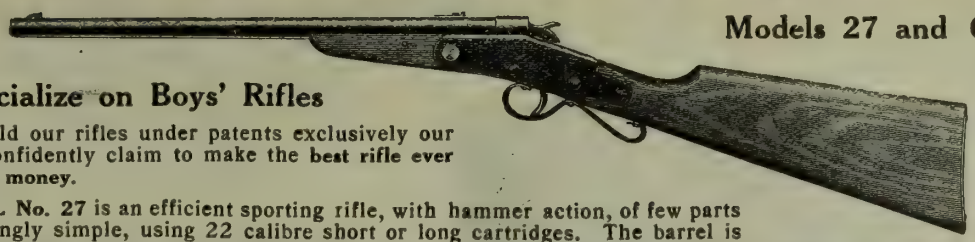
Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited
Manufactory, SHEFFIELD, England
CHIEF AMERICAN OFFICE: 91 John St., New York, N.Y
CANADIAN OFFICES: 80 Bay Street, Toronto, Ont
144 William Street, Montreal, Que.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

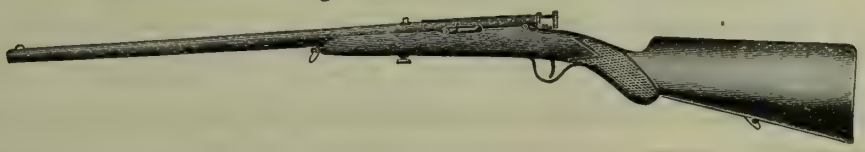
Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

SOMETHING NEW IN THE RIFLE LINE!

The "BAYARD" Semi-Automatic Rifle

Made for .22 cal. long and short Smokeless Rim Fire Cartridges.



In the Bayard Rifle, the pressure of the explosion is used to push back the breech block, to eject the empty shell and to cock the firing pin. After each shot the breech remains open, ready to receive a new cartridge, which is placed into the barrel by pressing the button of the breech block catch. An easily adjusted safety catch permits the rifle to be locked when loaded. The barrel is fitted with an open adjustable rear sight. Owing to its long range and its great accuracy the Bayard Rifle recommends itself for target practice and small game shooting. Ask your jobber to show you this wonderful little Rifle. If he cannot supply you write to us direct and we will see that your wants are attended to.

DORKEN BROS. & CO., - MONTREAL



Our Electric Welded Chains

have shorter links than the knotted chains and are also smoother. They are thus more flexible and easier on the animal. No kinks of any kind to catch the hair. We guarantee they are 50% stronger.

They cost no more; so why not insist upon your dealer supplying them?

McKinnon Dash and Metal Works Co.

ST. CATHARINES, ONT.

Headquarters for Cabinets of All Sizes and at All Prices

Ideal Wedding Presents

Stock on Hand for Immediate Delivery



R619—Union Cabinet, 29 Pieces, $12.50

All cabinets fitted with highest grade Sheffield Cutlery and Silverware.

John Round and Son, Limited

Coristine Building Montreal

Established 1847

Factories: Sheffield, England

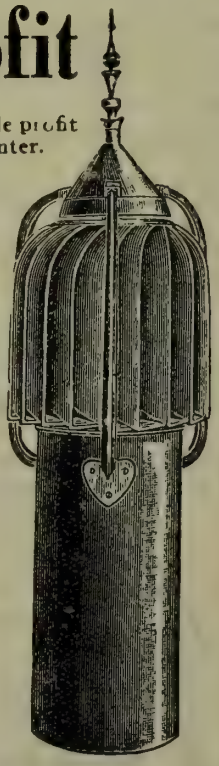
Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our

J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR



One Testimony:

Montreal, Dec. 2, 1905

J. W. Harris Mfg. Co., Ltd.,
Montreal

Dear Sirs,--

We have been using several of your "J. W. Harris Rotary Ventilators" for the past five years, and we are glad to say that they work very well and answer to all the purposes for which we have bought them.

They have always given satisfaction.

Yours truly,
H. GODIN, General Manager.
—*La Presse.*

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

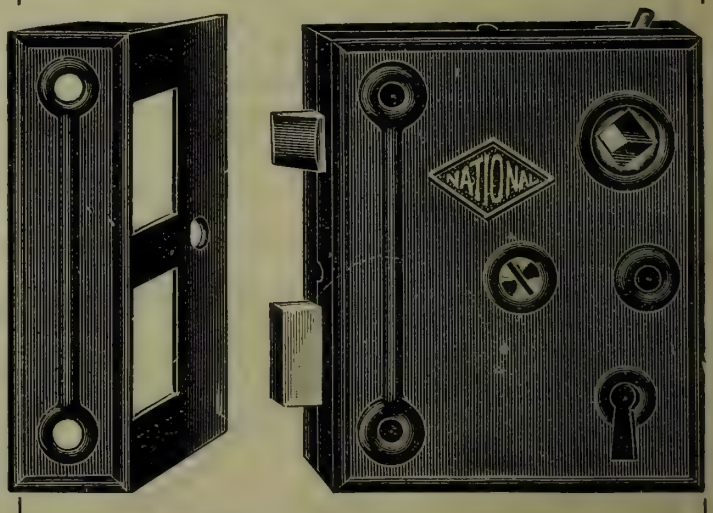
The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montrea

BY EVERY TEST

Steel Rim Locks



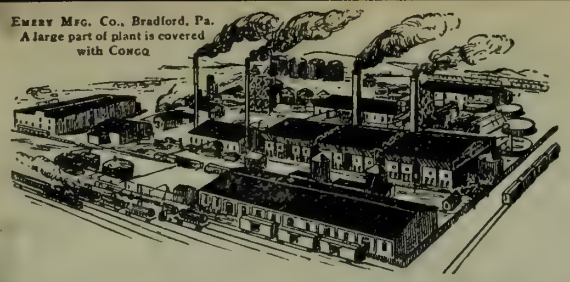
ARE THE BEST

SAFE, SURE AND STEADFAST

Order from Your Jobber

NATIONAL HARDWARE CO., LIMITED

ORILLIA ONTARIO CANADA


EMERY MFG. CO., Bradford, Pa.
A large part of plant is covered with CONGO

CONGO NEVER LEAK ROOFING

THE GUARANTEED ROOFING

One of the most attractive features about Congo is that you get a genuine Surety Bond with EVERY ROLL. This Bond is issued by the National Surety Company. EVERY roll of 3-ply Congo is guaranteed for a period of TEN YEARS if printed directions are followed.

Thus the buyer is protected for a long time by the strongest guarantee ever issued, backed by a Surety Company whose bond is as good as the Government's.

That Congo is made of the right stuff durable and lasting, is attested to by the fact that the Surety Company was willing to back it, and for so long a period.

Congo is really a better purchase than ever before.

In addition to the Surety Bond, we furnish with every roll GALVANIZED CAPS, instead of the tin caps or nails supplied by others. The galvanized caps can't rust or bend or break. Liquid cement is also furnished free.

We mean to get the roofing trade of the country and think these SPECIAL FEATURES will come pretty near landing it.

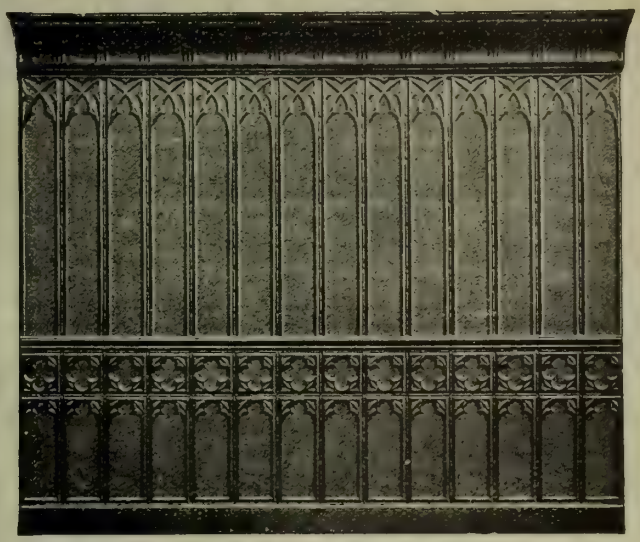
Send to-day for free Sample of Congo and a copy of the Guarantee Bond.

UNITED ROOFING AND MANUFACTURING CO.
PHILADELPHIA, PA.

Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto; Starke-Seybold Co., Ltd., Montreal., Mechanics Supply Co., Quebec: S. Hayward Co., St. John, N.B.; Geo. E. Smith & Co., Halifax, N. S.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.

METAL SIDE WALLS



Every public building in your town should have metal ceilings and side walls. It is our fault and yours, if they haven't. Let's get after them. Send us the names of people in your town who might be interested in sheet metal interior decorations, and we'll stir them up in your behalf.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

UP-TO-DATE

WATER FILTERS



These come in a variety of pleasing styles and are just what you should carry at this time of the year when pure water is so much appreciated and so necessary.

The taps are nickel plated and of durable make.

GET OUR PRICES

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto

"Brantford" "Roofing" Assistance

We give our agents the right kind of assistance.

A big advertising campaign in leading farm papers makes "Brantford Roofing" well known all over Canada.

All inquiries we receive from advertisements are turned over to dealers for their personal solicitation.

Handsome Catalogs and samples supplied to dealer for distribution to prospects.

Electros of a special series of retailers' ads. supplied free to all who will insert them in their local papers.

Just write us for further details.

Brantford Roofing Co., Limited
Brantford - Canada

Montreal Branch: 300 St. James St., Montreal, Que.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



Do You Have Calls for

Priming Cups

for Gas and Gasoline Engines ?

We make them with both tee and lever handles.

WRITE YOUR JOBBER

MANUFACTURED BY

PENBERTHY INJECTOR CO.
LIMITED
WINDSOR - - - - - - - - - ONTARIO

Bone Cutters

This is a favorite size. We make other sizes, from

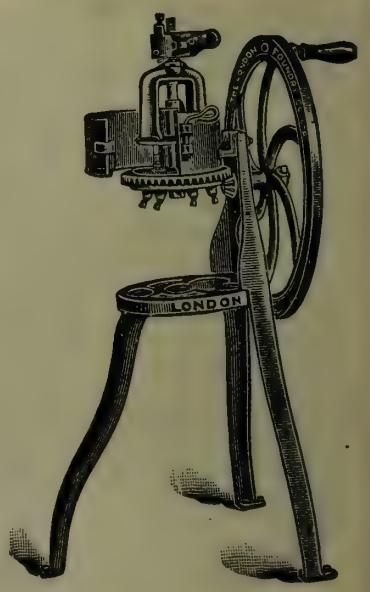
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA



The

ECONOMY

All stove dealers who have seen this stove have pronounced it to be the best in its class.

REASONS WHY

The design is clear, neat and attractive.

It has an ideal fire box, fitted with heavy cast iron linings and heavy duplex grates

It has a drop oven door, the frame of which is nickelled as well as the medallion on the oven door.

It has a cast iron reservoir end, which gives it a finished appearance.

It is fitted with either a galvanized or copper reservoir as desired.

This stove shows more class, and has more special features and selling points than any oter stove in its line.

SPECIALS

We also furnish it with a cast iron hearth with bracket, and nickel band on the top.

PRICES

The price to the trade makes it the best stove proposition which you have had for some time.

Correspondence invited, and catalogs for stoves and furnaces will be mailed upon request.

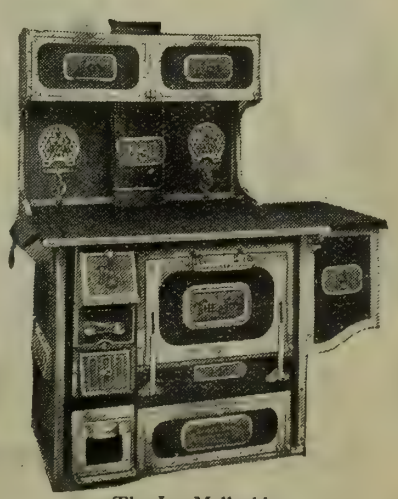
The Down Draft Furnace Co., Limited

Galt Ontario Canada

ANOTHER TALK ON STOVES

The JOY MALLEABLE RANGE

In any build one thing of vital importance is the fire-box. It is probably the most essential part. We have succeeded in making one of such correct proportions and shape that it is absolute perfection. Lined with sectional iron linings, and fitted with reversible duplex grate, having the cogs on the outside of the range, will burn any kind of fuel. This is only one feature. There are others.



The Joy Malleable

These sizes are ready:

No 8, 18, Square and High Closet. No. 8, 18, Reservoir and High Closet. No. 9, 26, Square and High Closet. No. 9, 26, Reservoir and Closet.

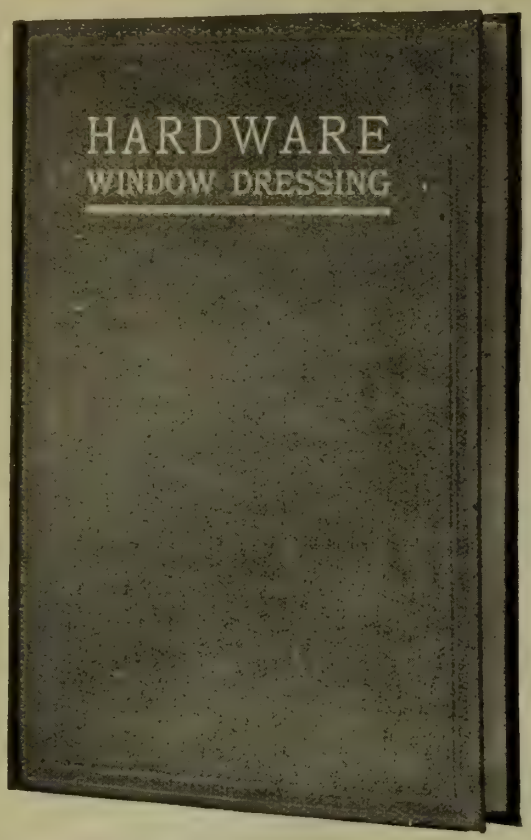
Shipping Warerooms in Toronto, Winnipeg and Vancouver.

The Canadian Heating & Ventilating Co.

LIMITED

Owen Sound, Ontario

Western Agents: Christie Bros. Co., Ltd., Cor. Henry & Park Sts., Winnipeg, Man.
Abercrombie Hardware Co., Vancouver, B.C.



You May Become a Practical Window Dresser For $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East. Toronto

Atkins Silver Steel



Segment Ground **Cross-Cut Saws**

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis.



Community Galvanized Sash Chain

GUARANTEED

Cost one-third less than Copper or Bronze Chain.

Send for Samples and Prices

ONEIDA COMMUNITY, LTD.

Oneida, N.Y.

Export Trade

Represents the Great Future Market for American Goods

Manufacturers that cultivate the field **NOW** are assured of the largest share of this trade in the future.

Our service, the greatest single power in Export Trade, enables manufacturers to get their products prominently before the trade abroad. An efficient service, covering all export markets at minimum of expense.

The aim of the **American Exporter** is and has always been the up-building of a world-wide demand for American machinery and goods. Issued in two editions each month, one in English, and other in Spanish **(Exportador Americano.)** The two together cover all countries that import American goods.

It is the only journal of foreign circulation which regularly publishes its exact circulation every month in its editorial pages.

Stronger evidence of the AMERICAN EXPORTER'S strength in its chosen field could not be brought forward than the phenomenal growth in its advertising pages during the past three years. The AMERICAN EXPORTER in net volume of advertising business carried three years ago 52 pages of net advertising; two years ago 88 pages; one year ago 116 pages; carries to-day 122 pages. Its number of regular advertisers three years ago was 325; two years ago 400; one year ago 550; and to-day 650. It is seen that notwithstanding a "panic," there is a growth in the last 12 months.

An increasingly important feature of the **American Exporter** is the Foreign Trade Service maintained on behalf of its advertisers. This service includes the sending of our representatives into foreign markets to study conditions in the interest of our clients, the furnishing of selected names of possible customers or agents in any country, commercial ratings on prospective foreign customers, translation of foreign correspondence from and into any and all languages resulting from or pertaining to the advertiser's announcements.

Representative space regularly in the **American Exporter** gives you all the export advertising you need, for this publication covers every foreign market for your goods. This publicity, coupled with our Foreign Trade Service, provides you with the necessary facilities for conducting intelligently an export trade.

May we send more particulars?

AMERICAN EXPORTER

135 William Street, New York City

Established 1877 **Conducted by Export Specialists**

MENSURATION
FOR
Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects 70 Figures

Price 50c., Postpaid
All orders payable in advance)

MacLean Publishing Co.
Technical Book Department
10 Front St. East, - TORONTO

TRY A

Condensed Ad.

IN THE

Hardware and Metal

Horse Shoes

Belleville  Brand

Belleville Iron & Horseshoe Co., Ltd.

Manufacturers of

BAR IRON AND HORSE SHOES

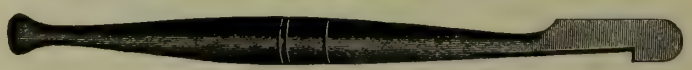
WHY DON'T YOU SELL

THE BEST SOO LINE

BARK SPUDS

Made of Steel, with Maple Handles

FOR PEELING TAN BARK



June and July are the months they are used, and there are lots of them used where hemlock grows. We couldn't supply them fast enough last season. Have a large stock ready for prompt shipment now. If you never sold them, try them now. We'll guarantee the sale of all we make. Write for free samples for stock or for your travellers who sell goods in the hemlock country.

CANADIAN LOGGING TOOL CO., LIMITED

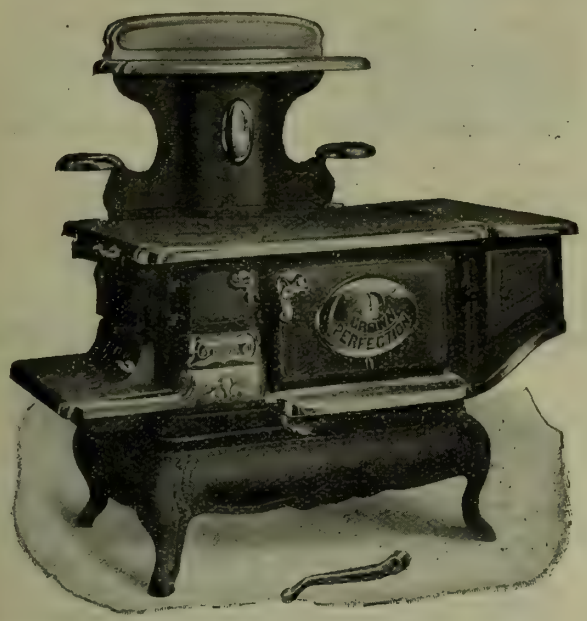
SAULT STE. MARIE, ONTARIO

MEN WHO SELL THINGS

By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of The Rut"; 'How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 259 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto



THE BIG TRADE WINNING LINE OF

Perfection Stoves, Ranges and Furnaces

is the most complete line on the market

Our Leading Range is

THE CROWN

A PERFECT BAKER

SEND FOR OUR NEW STOVE CATALOGUE AND PRICE LIST, IF INTERESTED

The Jas. Smart Mfg. Co., Limited :: Brockville, Ont.

GENASCO
THE STANDARD OF EXCELLENCE
TRADE MARK
REG. U.S. PAT. OFF.

Get More Business

Would you be surprised to know there are customers all around you who would buy Genasco if you'd get after them? There are people right in your territory who have been stirred up to the buying point by our continuous convincing advertising. We have shown them that roofing made of Trinidad Lake asphalt is the only kind worth while.

Ready Genasco Roofing

has the lasting life that only Trinidad Lake asphalt can give—and we haven't been afraid to tell what it is made of.

This has inspired confidence and made customers want this honest, economical roofing. A little effort on your part will land these customers. That means increased business and added profits for you.

Mineral and smooth surface Genasco roofings. Guaranteed by our thirty-two-million-dollar organization.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
Crane Company, Vancouver, B.C.
Roofers' Supply Co., Ltd., Bay and Lake St., Toronto
Alex. McArthur & Co., 82 McGill St., Montreal
J. H. Ashdown Hdw. Co., Winnipeg, Manitoba

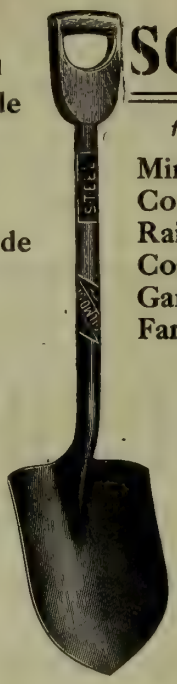
SHOVELS, SPADES *and* SCOOPS

"Fenerty"
Dark Green Label
1st Grade

"Brookfield"
Blue Babel
2nd Grade

"Peters"
Black Label
3rd Grade

"Gilmour"
Red Label
4th Grade



for

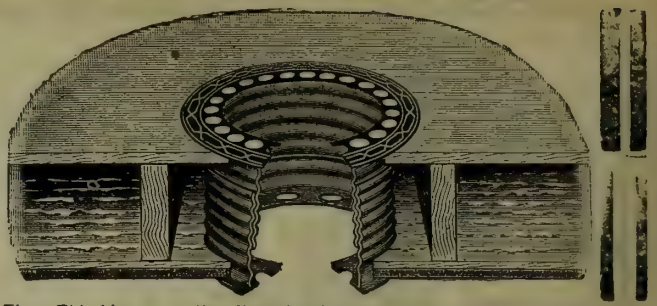
Miners
Contractors
Railways
Coal Trimmers
Gardeners
Farmers, etc.

Over 23 years of Satisfaction and Better Than Ever To-Day

For catalogues, etc. write

The Halifax Shovel Company, Halifax, N.S.

O. K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles on the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

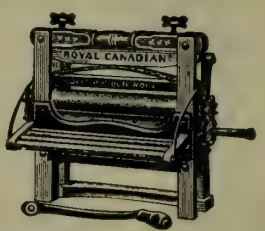
More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

LET THIS



Up-to-the-Line



Minute Be



YOUR MASCOT

FOR THIS SEASON



THEY ARE

TRIED AND TRUE

AND NEVER FAIL
TO BRING

BIG RETURNS

Tell us what you are in the market for
WE HAVE 'EM







BENCH WRINGER

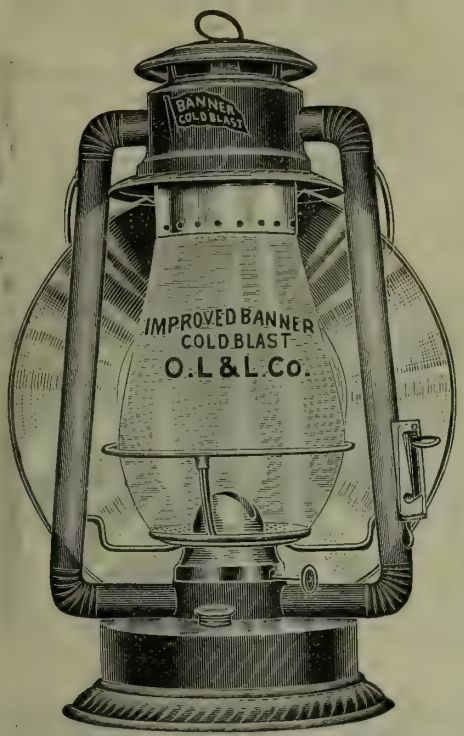
THE
Dowswell Mfg. Co.
Limited



Hamilton
Canada

Seasonable!

BANNER TRADE MARK.



Why Not?

Just the proper thing to use around the SUMMER COTTAGE, TENT, BOAT-HOUSE or WHARF.
It also can be hung on the wall.

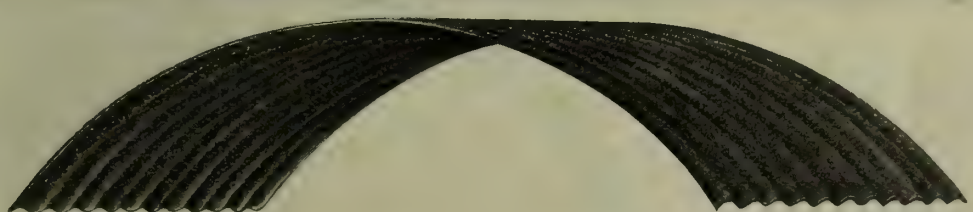
"Banner Searchdash" Lanterns

have a heavy SOLID-WIRED 10-inch reflector and therefore make a good headlight for the end of a wharf or front of a boat.

They are japanned bright red or dark green, and make a good $1.25 line. Your jobber has them.

MANUFACTURED BY

Ontario Lantern & Lamp Co., Ltd.
Hamilton, - Ontario



"Galt" Corrugated Galvanized Sheets

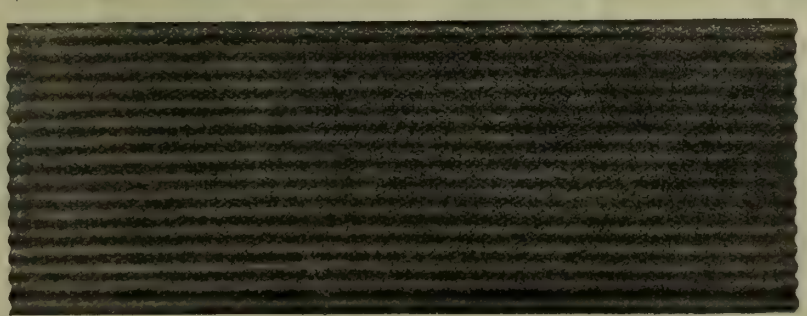
See us before purchasing these goods.
Large stock carried in all gauges and sizes.
Redcliffe Sheets only used in the manufacture of our Corrugated Iron. Flat or Curved.
Special prices on carlots or season's requirements.

The Galt Art Metal Co., Ltd., Galt, Ont.

Vancouver
Morrison and Morrison

Winnipeg - - Dunn Bros.

Calgary
Standard Supply Co.



Service + STABILITY = McClary's

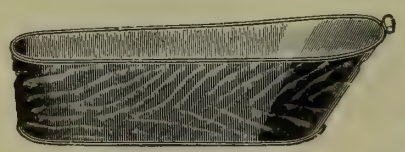
Water Coolers



The water compartment of this line is made of galvanized iron. Space between water compartment and outside body, filled with non-heat-conducting material. Nickel plated tap of durable make.

Children's Baths

Oval oak grained with heavy wired edges. With Summer Resorts looming into prominence, trade will hum in this line.



¶ By experience, by location, by plant, we are equipped to handle your TINWARE NEEDS.

¶ Seven and a half acres of plant enable us to do big things in the way of output.

¶ Sixty-two years' experience qualify us to say we have the "last word" in scientific tinware making.

Filling Orders is no trouble to us.

Sprinklers



with cleanable zinc Roses. Made in a variety of sizes.

With the coming of grass, comes the need of Sprinklers. A window display of the McClary line will bring its own reward.

Garbage Cans



Here we show our new line—a strong heavy galvanized barrel with patent removable protector.

Supplied with or without covers. Made in three sizes.

Think over Trade Possibilities in These Lines, then Write

McClary's

London **Toronto** **St. John** **Montreal** **Hamilton** **Winnipeg** **Calgary** **Vancouver**

THE IMPERIAL-OXFORD RANGE

"THE BEST THAT'S MADE."



POINTS TO MEMORIZE ! !

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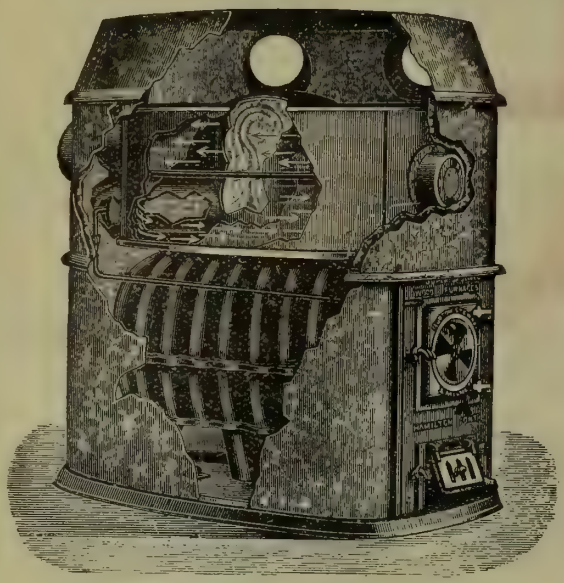


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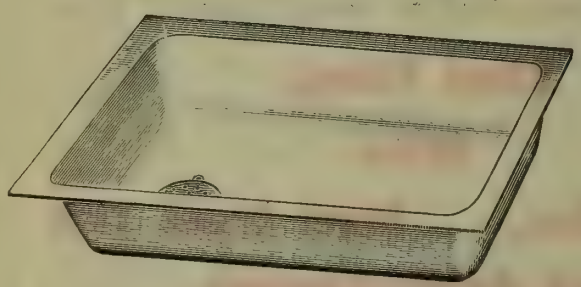
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Business Men Discuss Business Principles

Associated Boards of Trade of Western Canada in Annual Convention—Many Resolutions Passed Relative to the Production of Better Trade Conditions Throughout the Prairie Provinces—Unselfish Spirit Displayed—Building up the West — The Predominant Theme.

(Staff Correspondent.)

Saskatoon, June 22.—The sixth annual convention of the Associated Boards of Trade of Western Canada, comprising a delegation from one hundred and twenty-five individual boards in cities, towns and municipalities in the provinces of Manitoba, Saskatchewan and Alberta, was held here on June 15 and 16. This was the first convention held by the asociation since Manitoba Boards of Trade affiliated with the other two provinces. As a consequence it was the largest convention ever held by the association, and the most important gathering of its kind ever held in Canada to discuss ways and means for the development of the growing industries of Western Canada.

The business of the convention was to discuss the various resolutions which had been submitted to the general secretary during the past year, from various boards throughout the country. This year resolutions had been sent in by boards from Calgary, Lethbridge, Edmonton, Medicine Hat, Moose Jaw, Swift Current, Prince Albert, Raymond and Wolseley, and these occupied the time of the convention. These resolutions were all printed in pamphlet form and distributed to each member of each Board of Trade, some weeks before the convention, in order that the members might be prepared to intelligently discuss the questions when they were introduced.

On Tuesday morning, June 15th, the meeting was called to order by President K. W. Mackenzie of Edmonton. He expressed regret that all the delegates had not arrived, and after naming a resolutions committee of nine delegates present, and a credential committee of three members, the meeting was adjourned until the afternoon.

Tuesday Afternoon Session.

An address of welcome was read from Mayor Hopkins, of Saskatoon, who was not able to be present. He assured the delegates of the hearty sympathy and encouragement they would receive in their deliberations for the public good.

After M. Isbister, president of the Saskatoon Board of Trade had welcomed the delegates and invited them to the entertainments, which had been prepared for them, and which were enthusiastically taken advantage of by all, President Mackenzie rose to deliver the annual address, which was as follows:—

"Gentlemen: As retiring president of this association I have now the honor to present to you my annual address, and in doing so desire again to express my keen appreciation of the honor you conferred on me a year ago, when you asked me to preside over your deliberations, and of the unfailing courtesy extended to me in the discharge of my duties in that connection.

"I am gratified to find so large a number of delegates assembled at this the sixth annual convention of the Associated Boards of Trade and take it as evidence of a sustained interest in the work. By a resolution of the convention held at Medicine Hat a year ago Manitoba boards are now entitled to representation in the annual convention on the same basis as those of Saskatchewan and Alberta, and on behalf of the older members of the association I now welcome them to this fuller participation in our work.



WILLIAM COUSINS, MEDICINE HAT,

President-Elect of The Western Board of Trade.

"The problems we have to face in these three provinces are similar, if not the same; our interests are inseparable, if not common, and though under three distinct govenments our welfares are so bound together that almost every pulsation that affects the one is felt by the other. It is hoped therefore that by well directed and concerted action we shall derive the largest measure of a common benefit.

"During the past two years our western provinces have felt with the rest of the world the strain resulting from the financial stringency, but recently there are many indications that this condition is passing away and that the onward march of general progress and development has been resumed.

"It is satisfactory to note that during the past year a distinct impetus was given to the settlement of the west by the Dominion Lands Act of 1908, which permitted the taking up of a homstead and pre-emption within a certain area and made available for homesteading all undisposed of odd numbered sections. It is also gratifying to note improvement in the class of settlers seeking homes in our midst.

"Following instructions given at last year's convention your executive on the 19th of December last apointed John T. Hall, of Medicine Hat, as permanent secretary of the Associated Board, who under their instructions inaugurated a very satisfactory follow-up system. For the purpose of interesting every Board of Trade in the work of the association, invitations were extended to thirty-one Boards of Trade in Manitoba, forty-eight in Saskatchewan and forty in the Province of Alberta, and for the purpose of giving the fullest, possible effect to the resolutions of the convention there were forwarded to the proper authorities and were followed up with a persistent correspondence impressing upon the various bodies to whom they were referred, the fact that these resolutions had received the most mature thought and careful consideration of the association before being presented to them, and endeavoring to see that so far as practicable action shouldbe taken in connection with each of them.

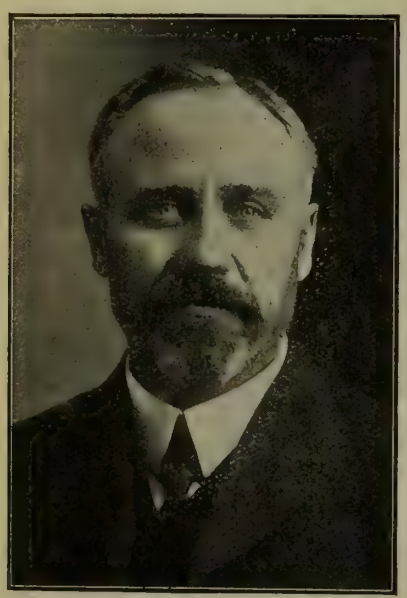
"The machinery of this system is not yet in full perfect running order, but we believe that the foundation has been laid for very effective work along the lines proposed. I beg to refer you to pages 54 and 58 of the report of the last convention, where you will find a brief synopsis, of the year's work. I beg also to refer you to the mass of correspondece which now lies upon the secretary's desk, and to invite your inspection of same, or of such parts of it as may interest you. One of the resolutions to be presented to this convention suggests a further extension of this work. I am of the opinion that the association has now reached that point in its existence when it has become a strong factor in the upbuilding of Western Canada.

"It is with regret that I have on this occasion to refer to the death of an estimable member of our association, R. S. Cook, of Prince Albert, who took so prominent a part in the work of the association during the past two years. I am sure that those who were privileged to visit Prince Albert when the convention was held there two years ago will long remember his genial hospitality.

"In closing, I wish to express my appreciation of the able and effective services rendered by John H. Hall, as secretary for this association. He has brought into the work a large fund of practical experience and has applied himself with commendable energy."

The financial report submitted by Secretary, J. T. Hall was encouraging in every way, and a substantial balance was left on hand.

The election of officers for the ensuing year was the next item of business, and



K. W. MACKENZIE, EDMONTON,

Retiring President of Associated Boards of Trade of Western Canada.

resulted in the election of William Cousins, of Medicine Hat, as president; E. W. Saunders, Moose Jaw, vice-president; John Hanbury, Brandon, second vice-president.

President Cousins was called to the chair and warmly thanked the convention for the honor they had done him.

Townsite Supervision.

The discussion of the resolutions was then taken up, and A. E. Cross, of Calgary, introduced the resolution regarding the government supervision of the location of townsites. He stated several complaints had been made from citizens in the smaller towns that the railways exercised no care in the selection of suitable or healthy points, which were surveyed as townsites. The question was chiefly a sanitary one, and this was enlarged upon by William Georgeson (Calgary), who seconded the resolution.

Several towns were mentioned which were selected in extremely unhealthy places and without regard to the people who will have to live there. He thought the Government should compel the railways to select sites in suitable places. The resolution was favorably considered by a few other speakers and carried.

Extension of Trade.

The Canadian trade agencies in other countries, was the next question introduced by the Calgary delegates. The resolution aimed at the appointing of agents from Canada in other countries, and more particularly in Mexico for the purpose of extending the export trade of Canada. It was pointed out by A. C. Fraser, of Brandon, that the Dominion Government had a commissioner in Mexico, whose business it was to serve the country in the way the resolution indicated.

Disatisfaction was expressed by other speakers of the lack of information, which they had received as to the trade conditions with other countries, and it was moved and carried that the resolution be re-drafted and submitted next year.

Bulk Sales Act.

The next resolution as moved by W. Georgeson (Calgary), is as follows:

"Whereas there is at present in existence in Manitoba and British Columbia an act governing the purchase, sale and transfer of goods in bulk, known as The Bulk Sales Act, the result of which has been beneficial to trade.

"Therefore it is resolved by this convention of the Associated Boards of Trade of Western Canada that the governments of Alberta and Saskatchewan be requested to enact without delay similar legislation in the respective provinces."

He stated that the general trade had suffered in Western Canada because merchants were allowed to sell out their stock in bulk at so much on the dollar and leave the wholesaler without any opportunity to exact any returns. It is only fair that the wholesaler should have the stock that is left, and that it should not be sold in bulk. There are many states in the union, he said, where this act was declared Constitutional. The older United States wholesale houses have felt for many years the absolute necessity of the protection of this Act. It is a reasonable request of the creditor, he claimed, to restrict, the debtor who sells goods in the assets of which he has no interest.

H. D. Gordon (Winnipeg), seconded the resolution, which carried.

Conservation of Natural Resources.

H. M. E. Evans (Edmonton), made an appeal for the preservation and development of the resources of the country, citing several instances in United States and Canada, where splendid service has been and can be rendered.

C. N. Bell called the attention of the delegates to the association originated in the United States, which had for its objects the ideals embodied in the resolution, stating that any Canadian could become a member for a fee of five dollars and have the privilege of receiving ten volumes of literature on the subject of conservation of natural resources.

"It behooves us," he said, "to show as much enthusiasm as the Americans in this endeavor."

The resolution was heartily supported.

The convention approved of the idea of the resolution to have land holders set aside a reasonable area of land in every ten acres, being sub-divided into lots, for parks and breathing spaces. Mr. Smith, of Regina, was the chief supporter of the question.

Fraud Under Exemption Ordinance.

The first warm debate of the session came when the following resolution was under discussion.

"Resolved that in view of the frauds which have been practiced by traders under the cloak of the Exemption Ordin-



J. T. HALL, MEDICINE HAT,

The Board of Trade Secretary.

ance in force in the Provinces of Alberta and Saskatchewan, legislation should, in the opinion of this association, be passed in these provinces making that ordinance inapplicable to any property included by any trader in any statment upon the faith of which he obtains credit, or such extension of time for the payment of his debts, unless in such statement the property claimed as exempt is distinguished as such."

The mover was Mr. Smith, of Edmonton, and the seconder Mr. Georgeson, of Calgary. In his address Mr. Georgeson said he regretted very much that he had not had time to prepare any particular material on this question, but he would say that the exemption law as it stands gives entirely too much advantage to the debtor. The act provides a great exemption in the case of homesteaders, and houses in cities are exempt to $2,500. It also exempts all tools and implements of trade, and further provision to farmers

to assist them against executions but does not provide for traders. In the case of a debtor it leaves him all food and other things sufficient for six months. The creditors are under the obligation of leaving their goods under depreciating influences while the debtor goes free. The act was certainly wide in its provisions in favor of the debtor. There seemed to be no restriction of the amount which a debtor should claim. He quite agreed with Mr. Smith that it was time the creditor should not be asked to do more than he has done in supplying the goods to the debtor. There had been a number of decisions in Manitoba courts where the debtor got every favor rather than the creditor. The act should be amended so that the creditor should be protected.

The discussion was continued by E. A. Mott (Winnipeg), Hugh Aird (Saskatoon, and H. D. Gordon (Winnipeg), when the Hon. T. H. Maguire, of Prince Albert said that as the poor debtor did not appear to be represented there, he would take his part. One would almost be convinced that the meeting was approving of the principle of the resolution, but if he was the only one to voice an objection, he would voice it. Surely every business man and particularly every wholesaler knows what is the record of the man he gives credit to.

Discourage Credit System.

"Why," said the speaker, "was the law passed at all that there should be any exemptions? Surely for the obvious reason that in this country we do not want to have people thrown upon the municipality or the Government for their support by having their stoves, beds and other household goods taken from them. If such were done they would be paupers and the country taxed to support them. This is why this exemption law was placed on the statute books. I would like to see every trader discourage the credit system. It is not in the interests of the merchant, retail or wholesale, nor in the interests of the country to extend the principle of credit. You should extend the principle of cash. If you wipe out this exemption then dealers will be more reckless in obtaining credit. It would be a calamity if we encouraged people to come here without the protection the exemption law gives to honest people."

W. Georgeson replied by stating that it was against the dishonest dealer that the creditor wished to protect himself.

"The creditor should be allowed to mortgage the farm or property of a dealer who wilfully neglects his duties. And if the debtor is bound to be a chage upon some one, why should it not be the community as well as the wholesaler?"

J. A. Aiken, Saskatoon, stated that it was for the purpose of bringing to time the dishonest retailer or debtor that the resolution was framed. The creditor believes in the debtor's business and it is their own business they want to develop and get returns from and not the property and effects of a debtor.

The resolution was referred back to the committee.

Wednesday Morning Session.

Letters were received and read by Secretary Hall from the premiers of the three provinces from which the delegates were assembled, and from Lieut.-Gov. Bulyea, of Saskatchewan, expressing regrets that they were unable to be present on account of parliamentary duties.

E. M. Saunders, Moose Jaw, moved that the Dominion Government be memoralized to embody in the Railway Act, a clause compelling railway companies to settle claims within a fixed period from the date of filing such claims. Several towns and villages had requested the Moose Jaw board to inquire into the question which had been a vexatious one for some time. Hugh McKellar, Moose Jaw, in seconding the motion stated that conditions of freight traffic were much better in places where there was competition between railway companies. Not only was there a delay in the payment



F. M. SCLANDERS,

Secretary of the Saskatoon Board of Trade.

of claims on the part of the company but the general freight transportation was unsatisfactory in points where there was no railway competition. He pointed out further that Montreal and Winnipeg had remedied the difficulties somewhat by appointing a superintendent of the shippers' department of the Board of Trade, but all towns in the west were not able to support such an official.

W. B. Lanigan, Western Freight Traffic Manager of the C. P. R. was present, and took part in the discussion. He said, "No railway can afford to be arbitrary in any work of transportation. The railway company is a business firm selling transportation, and the good-will of its customers cannot be sacrificed. The question of claims was an intricate one, but was receiving attention at the present time by the C. P. R. officials."

F. W. Peters, assistant to the first vice-president of the C. P. R. was also present, and assured the convention that the company were glad to hear them on the question of defective transportation, and delay in claims settlement. He stated that often the railway agents were incompetent and dishonest and were responsible for delays and losses in shipments, but the company was always willing to pay claims under two hundred dollars.

George H. Shaw, western traffic manager of the C. P. R., stated that they always sought to dispose of claims within three months after being filed.

T. W. Green (Moose Jaw) stated that the rural merchant did not receive the same recognition which the city merchant received.

The resolution was carried.

Exorbitant Freight Rates.

A resolution to the effect that the Western Boards of Trade consider that the time had come for a general reduction on freight rates, brought out a very full discussion on the question. In moving the adoption of the resolution, Thos. Millar, editor of the Moose Jaw Times, based his remarks on the fact that Moose Jaw was charged an exhorbitant rate on coal from Lethbridge to Moose Jaw and from Regina to the same point. At the end of the long haul in each case a rate of three cents per mile per ton was charged, which was actually higher than the passenger rate.

The motion was seconded after a lengthy discussion in which delegates from Lethbridge, Brandon, Edmonton and Saskatoon took part. It was further resolved not to approach the Railway Commission but deal directly with the railway companies. Messrs. Lanigan and Peters of the C. P. R. denied some of the statistical reports which some of the speakers made use of, regarding the rate on coal in different parts of the west. F. W. Peters also strongly resented the intimation that the C. P. R. owned the Bankhead mine, and that special rates were issued from it.

The delegates retired to the Canadian Club luncheon where brief speeches, eulogistic of the Town of Saskatoon and the country generally were made by A. C. Fraser, of Brandon, and W. B. Lanigan, Winnipeg.

Wednesday Afternoon Session.

The meeting opened with a discussion as to where the next convention should be held. Invitations were extended by delegates from Brandon, Lethbridge and Moose Jaw. By a unanimous vote Brandon proved the choice of the convention.

The Selkirk Centennial.

In view of the opportunity which would be presented to exhibit the resources of the western country, and in view of the advertising which would be given to the various resources in reports which would be published the world over, the associated boards heartily endorsed the Centennial for 1912. They further recommended that the Dominion Gov-

ernment give a cash grant toward it; and that the railways be asked to give special rates and privileges to the visitors

Judge Maguire (Prince Albert) introduced a very important measure relating to the opening of one of the largest rivers in the west for navigation, which, it was affirmed, would greatly facilitate transportation in Western Canada. Ex-President Mackenzie supported the resolution because of the opportunity it would afford Edmonton to distribute her coal throughout the West. The resolution was a request to the government for two snag-boats to clear out all obstacles from the river. These boats would cost about $4,500. The resolution was briefly discussed and carried.

Coal Miners' Strikes.

This resolution, which emanated from Moose Jaw, read as follows:

"Whereas the supply of coal from the mines in the western provinces is always limited to a few weeks, often a few days consumption; and

"Whereas, the prairies now dotted with farm homes depend entirely upon the coal supply for fuel; and

"Whereas any stoppage in the supply may occasion serious deprivations and possibly loss of life to those who are innocent and helpless;

"We urge upon the Dominion government the importance of further action in preventing miners' strikes. To further insure an adequate supply we further recommend that railways be asked to give a low rate on coal during the slack season before the grain movement commences, in order to encourage dealers and consumers purchasing their winter supply early."

Hugh McKellar (Moose Jaw) introduced the motion and said that the question had been so thoroughly discussed that nothing new could be said. It was regrettable that such conditions exist as is the case in Canada to-day. He was not going to discuss the Lemieux Act, further than to say that it seems to fail in its object in stopping coal mine strikes. It was serious that not only settlers generally may be left without fuel, but that railways might be tied up for want of coal.

The motion was seconded by T. Millar (Moose Jaw) who said it was necessary that the matter should be brought before the Dominion Government. He objected to our natural resources being retained by foreigners as was the case when the miners' strike was at the command of the American Federation of Miners.

After a discussion in which many took part, the resolution was amended to read: "That this convention urge upon the Dominion Government the importance of further action to ensure an adequate and continuous coal supply."

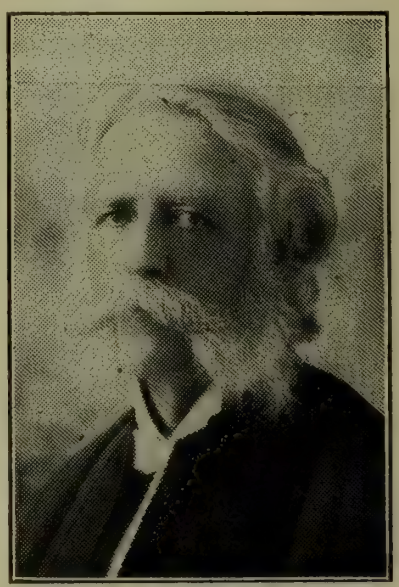
A resolution was introduced relative to the difficulty experienced in many places in securing a through ticket from the C. N. R. to points where a transfer was necessary to the C. P. R. or other lines.

This resolution was carried.

Sam. Moore (Swift Current) brought in the motion that the Boards of Trade urge upon the Government of Saskatchewan the necessity of penalizing all debtors who remove goods which are under lien notes or chattel mortgages. The object of the resolution was to have these people advise the holders of the lien when they removed to another district. The motion was criticized by several speakers and finally withdrawn.

Wednesday Evening Session

It was decided by the convention that the various Boards of Trade should sympathise with any individual board in any special grievance. This was brought out in the case of Raymond, Alberta, whose board complained of the excessive ex-



JUDGE T. H. MAGUIRE, K.C.,LL.D.,

Prince Albert Delegate Who Defended The Retailer in the Debtor and Creditor Discussion.

press charges on the Alberta Railway and Irrigation Company's Line. A. M. McDuffee, of Raymond, claimed that they paid a 4 cent rate while other railways paid a 3 cent rate. The motion that the association request the railway commission to investigate the conditions and if possible have the rates reduced was carried.

James McGeorge (Edmonton) moved, seconded by M. Isbister, (Saskatoon) that the railway companies be required to provide traffic facilities on their bridges across all streams and rivers, the additional cost to be borne by the municipalities in which they are constructed. This was carried.

Wrong Use of Name.

K. W. Mackenzie (Edmonton) said the name "Board of Trade" was used more freely than it was intended. A statute of the Dominion clearly outlined what a Board of Trade should be, and many boards did not meet the requirements. The statute stated that only manufacturers, merchants, traders, brokers and bankers could be members of a Board of Trade, and in many instances, men in other callings of life were members. He also pointed out that other organizations such as the "Printers Board of Trade" in Winnipeg were using the name without being authorized to do so. The motion was lost owing largely to the fact that there were lawyers and printers present in the convention.

At the conclusion of the above discussion President Cousins declared the convention closed to meet in Brandon next year.

Those Who Were There.

The following is the official list of delegates in attendance as submitted by the credential committee to the secretary, J. F. Hall:

Abernathy, Sask., D. B. Campbell.

Brandon, Man., J. Cornell, W. Warner, J. W. Fleming, A. C. Fraser, J. J. Hanbury.

Calgary, Alta., A. E. Cross, C. H. Webster, W. Georgeson.

Davidson, Sask., J. F. Cairns.

Edmonton, Alta., K. W. McKenzie.

Virden, Man., D. McDonald, E. Evans, W. McAdams.

Milestone, Sask., T. A. Hill.

Medicine Hat, Alta., William Cousins, John T. Hall.

Regina Sask., J. W. Smith, W. J. Taylor, H. G. Lawson, J. N. Young, A. Hunter.

Raymond, Alta., A. M. McDuffee.

Strathcona, Alta., J. N. Douglas, S. Blackwood.

Saskatoon, Sask., M. Isbister, H. Acheson, John Phelan, Hugh Aird, J. A. Aikin.

Winnipeg, Man., H. D. Gordon, E. A. Mott, G. N. Jackson, John Fleming, C. N. Bell.

Wynyard, Sask., Gerald Willoughby.

Aberdeen, Sask., H. Schoeder, J. Heinricks.

Battleford, Sask., J. T. Torrey.

Elgin., Man., S. Marshall, T. J. Moffat, Chas. Dunnett, Thos. Marshall, Robert Andrews.

Lethbridge, Alta., J. W. McNichol, W. A. Buckingham, M.L.

Moose Jaw, Sask., Hugh McKellar, H. Dorrell, T. W. Green, E. M. Saunders, Thos. Millar.

Yorkton, Sask., J. B. Gibson, Dr. E. L. Cash.

Langham, Sask., F. M. Sclanders.

Medicine Hat, Alta., Fred. Pringle.

Milestone, Sask., Dr. M. Cook.

North Battleford, Sask., J. W. Norton, J. A. Gregory.

Prince Albert, Sask., Judge McGuire, N. W. Morton, H. C. Beatty.

Swift Current, Sask., S. L. Moore.

Wolseley, Sask., R. A. Magee.

Watrous, Sask., A. H. Harrison.

Vonda, Sask., J. H. Currie.

A group photo of the delegates who attended the convention was received too late for publication this week and will be reproduced in next week's issue.

HARDWARE TRADE GOSSIP

Ontario.

Frank Goodwin, tinsmith and plumber, Sarnia, has assigned.

Chas. Soules, Richmond Hill, is advertising his hardware business for sale.

Padget & Hay, Unionville, intend opening a branch haedware store at Agincourt.

Wm. H. Wilson and A. Charlton, hardwaremen, Haileybury, have dissolved partnership.

W. R. G. Higgins, of the Higgins Hardware Co., Peterboro, who was confined to his home for a few days through illness, has returned to business.

Edward Higginbotham, of Higginbotham & Co., plumbers, Fort William, is in Toronto this week. Mr. Higginbotham is one of the ten plumbers who formed a co-operative plumbing firm in Fort William recently.

The Fife Hardware Co., Kenora and Nepigon, has purchased a building site at Fort William. Arrangements have been completed by J. A. Fife for the erection of one of the largest wholesale heavy hardware storage houses between Toronto and Winnipeg. Just what the building will cost and the number of men that will be engaged by the firm Mr. Fife is unable at present to say.

The Arcade hardware store, Forest, had a large float advertising hardware and wall paper in a 24th of May celebration and parade in that town. They also had a novel ad. in connection with the "Old Boys" celebration, Martin Senour 100 per cent. pure paint, being featured on the "Arcade Hardware Baseball score board.

Messrs. Ahrens, Torrance, Myler and Dawes, directors of the Standard Sanitary Mfg. Co., Pittsburg, with Mr. Collins, that company's Montreal representative, are in Toronto this week. Several meetings have been held and a definite decision as to the policy the company will pursue is expected to be arrived at before the directors return to Pittsburg.

K. M. Trigge, who for many years has been a traveler for the Allith Mfg. Co., Hamilton, covering eastern territory, has made a change. He has joined the selling staff of the Reddaway Belting Co., and will cover the States of Vermont, New Hampshire and Maine as well as the Asbestos districts of Quebec province and the Maritime Provinces. Mr. Trigge will be familiar with this trade having been with the Reddaway company for years formerly. He made many friends in his own field and no doubt will prove an acquisition to his old firm.

Kent, Garvin & Co., have purchased the Hamilton branch of the Canada Glass, Mantels and Tiles, Ltd., and will make a speciality of builders' hardware, fire-places, etc. Both members of the new firm are graduates of the old F. Hamilton Hardware Co. business, Mr. Kent having spent a couple of years in Chicago, studying builders' hardware, and Mr. Garvin, a similar period in New York, in the fire door and window fixture business. The two gentlemen have more recently been connected with the Brooks Sanford Hardware Co. and Canada Glass Mantles and Tiles businesses at Hamilton, Mr. Kent, as manager. Alteration are being made in the store building and a very handsome display room for fireplaces is being arranged.

Quebec.

Louis Blouin, plumber and tinsmith, Quebec, has assigned.

A. Trudeau, of Windsor Mills, Que., has been staying in Montreal.

A. P. Gosselin, of St. Alexandre, Que., has been on a visit to Montreal.

The Canadian Thermos Bottle Co.'s premises at Montreal were damaged by fire last week.

James Trees, of S. Trees & Co., saddlery hardware, Toronto, has been on a visit to Montreal.

M. J. McLaughlin, of the United States Steel Products Export Co., Montreal, has been attending an important convention in Detroit.

C. M. Strange of Lewis Bros. has been thanked by the secretary of the Y.M.C.A., Montreal, for his efforts in getting subscriptions for the building exteasion.

W. S. Leslie of A. C. Leslie & Co., Montreal, Drummond McCall & Co., Montreal, and D. K. McLaren Co., Montreal, contributed $1,000 each to the building fund of the Montreal Y.M.C.A.

Much gratification is felt in shooting circles at the announcement that the Ross rifle is not barred from the forthcoming Bisley meeting. Good rifles are always given a chance in the Old Country.

J. Woodsworth, formerly prominently connected with the retail hardware trade in Toronto, passed through Montreal on his way to the Old Country and the continent. Mr. Woodsworth was accompanied by Mrs. Woodsworth.

H. H. Clarke, of Lennoxville, who has represented Lewis Bros., Montreal, for 15 years in this territory has left for England on a two months' trip. During his absence R. F. Warren of the sales department of Lewis Bros., will attend to his customers.

J. W. Harbord, the official metallurgist for India in London, has been on a visit to Montreal. Mr. Harbord was one of the experts retained during the preliminary trial of the litigation between the Dominion Iron and Steel and the Dominion Coal Companies.

D. Lorne McGibbon, managing director of the Canadian Rubber Co., Montreal, presented $10,000 to the Y.M.C.A. Building Fund. It is also announced that Mr. McGibbon is helping to defray the cost, somewhere around $100,000, of a splendidly equipped sanitorium for the treatment of consumptives. The building is to be erected in the vicity of Ste. Agathe, Que.

Owing to a fire which occurred last week at 459 St. Paul Street, Montreal, Coulson & Blaikie, manufacturers' agents, who were located in the building, suffered some loss through smoke and water. There was no interruption to business however, and a prompt move was made to more convenient and commodious premises at 454 St. Paul Street, where the firm will in future be

Western Canada.

Peart Bros. Hardware Co.'s new building at Regina will be erected by McGregor & Black, of that city.

McKenzie Bros., hardwaremen and implement dealers, Wadena, Man., have sold their implement business to P. McNichol.

W. B. Marshall, head of the W. B. Marshall Hardware Co.. Medicine Hat, was married to Miss Gertrude White last week. They will spend their honeymoon in Europe. Mr. Maeshall is erecting a residence at Medicine Hat which they will occupy on their ceturn.

The Sherwin-Williams Co. have opened a warehouse at 827 Powell St., Vancouver, to take care of the business originating in British Columbia. This is a result of the recent visit of managing-director C. C. Ballantyne, Montreal, and Mr. Fallis, Winnipeg, to the coast.

WEIGHT AND STRENGTH OF ROPE.

Diameter Inches.	Wt. Coil, ft., lbs.	Full Strength of New Rope in lbs.	Number of Ft. in 1 lb.
1/4	25	450	43 ft.
5-16	37	750	33 ft.
3/8	50	900	21 ft.
7-16	75	1,250	17 ft.
1/2	100	1,700	13 ft.
9-16	130	2,250	10 ft.
5/8	160	3,000	7 ft. 6 in.
3/4	200	3,900	6 ft.
13-16	250	4,700	5 ft.
7/8	300	5,600	4 ft.
1	360	6,750	3 ft. 3 in.
1 1-16	420	7,850	2 ft. 9 in.
1 1/8	480	9,150	2 ft. 4 in.
1 1/4	560	10,600	2 ft. 1 in.
1 5-16	640	11,950	1 ft. 10 in.
1 3/8	720	13,450	1 ft. 7 in.
1 1/2	800	15,150	1 ft. 5 in.
1 9-16	900	16,700	1 ft. 4 in.
1 5/8	1,000	18,700	1 ft. 2 in.
1 3/4	1,200	22,600	1 ft. 0 in.
2	1,440	26,900	10 in.
2 1/8	1,680	31,500	8 1/2 in.
2 1/4	1,760	36,600	7 1/2 in.
2 1/2	2,240	42,000	6 1/2 in.
2 5/8	2,560	47,800	5 1/2 in.
2 7/8	2,880	54,000	5 in.
3	3,240	60,500	4 1/2 in.

OLD GANVANIZED ROOFING.

A galvanized iron roof laid on the store owned by Thomas Fitton about 35 years ago is reported as being in splendid condition and good for use for probably a score of years yet.

Readers of Hardware and Metal are invited to send particulars of tin or galvanized roofing laid on buildings more than 25 years ago. Can anyone tell of metal roofs laid over half a century ago and still in good condition?

HARDWARE AND METAL

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JOHN BAYNE MACLEAN - President

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MARITIME BOARD OF TRADE.

The fifteenth annual meeting of the Maritime Board of Trade will open at Charlottetown, P.E.I., on Wednesday, August 18th. Secretary Chas. M. Creed is already busy making arrangements for the meeting. He has sent out calls to subordinate boards of trade throughout the three provinces for subjects to be discussed.

The meeting was held last year in Halifax, when 109 delegates were present. The influence of the board is gradually extending and it is to be hoped that the meeting at Charlottetown will be even larger than that at Halifax.

That a great deal of good to the business interests of the Maritime Provinces has been accomplished by the Maritime Board of Trade is beyond question. Bye-and-bye boards of trade in other parts of Canada may be wise enough to follow in the footsteps of the Maritime Board of Trade and form provincial organizations.

CANADA'S NEW WATERWAY.

Great interest is being taken by United States citizens in the proposed Georgian Bay Canal which, while it has apparently been given a set back until next year, has every indication of becoming an accomplished fact before many years.

In Chicago, for instance, the municipal authorities are planning to make their port second only in tonnage to London and a charter has been given a corporation to build a sea wall about a mile out in the lake, the inner side to be covered with warehouses and sawtoothed with wharves. Incorporated in the plans is a tunnel running under the lake to the city and making connections not only with the freight tunnel already constructed but also with every railway entering Chicago. Harriman, the railway magnate, is said to be the man behind the new harbor corporation having in hand the working out of these plans. It is claimed that the lakes to gulf waterways will, in conjunction with the Panama canal make Chicago nearer the Orient than New York, while the new Georgian Bay canal will bring Chicago almost as close to London as New York, while Chicago will have a deep waterway for the full route and New York will have only the comparatively-shallow Erie canal and its railway connections.

The Georgian Bay canal, if it will do so much for Chicago, ought to do as much or more for Port Arthur and Fort William. It is designed to be a 22 foot canal throughout, the route being via the Georgian Bay, French and Pickerel Rivers, Lake Nipissing, and the Ottawa River, the total distance being 440 miles. Although there will be a total of twenty-seven locks, it is estimated that there will be a saving of a day or more in time over the present route for steamships through the lakes. The saving in distance on the route via the canal from Lake Superior to London, as compared with the route via the New York barge canal, will be 806 miles. The topographical features along the canal are such that 332 miles of the distance will consist of natural waterways, upon which no work of excavation need be done. Of the remaining 108 miles, 80 miles will consist of submerged channels, on which there will be only a limited amount of excavation in the removal of rocks and shoals. This leaves about 28 miles of canal in which the full prism must be excavated in cuts that vary from 200 to 300 feet in width. The summit level will be 99 feet above Georgian Bay and 659 feet above Montreal. The estimated total cost of the canal is about $100,000,000, and the estimated time to complete the work is about ten years.

It would be fatuous to close our eyes to the important bearing which this scheme has upon the Erie Canal from Lake Erie to the Hudson, says the Scientific American. The one, with its limited draft, can take nothing larger than a 1,000-ton barge; the other, with its minimum draft of twenty-two feet, will be able to pass ocean-going freight steamships from ports on the lakes to the Atlantic. The advantages of carrying freight in large bulk and without rehandling are well understood. There is a saving both of time and cost. On the other hand, the opening of a ship canal from the lakes to the ocean would not render the whole fleet of lake steamers available for coastwise traffic between the lakes and the ports on the Atlantic seaboard, or service in the transatlantic trade. It is urged by the commercial interests which would be affected that the average lake steamer is not suitable for deep-sea service; the type of ship that is adapted for service on the lakes being in some respects unsuited for oversea voyages. This may be true of some of the smaller craft; but we doubt if it would apply to the ships of larger displacement, which constitute the bulk of the more modern lake fleets. After all is said and done, it is certain that, with the completion of the Georgian Bay Canal, vessels suitable for combined lake and ocean voyages will be constructed.

GOOD THING FOR BUSINESS MEN.

Business men, and particularly those directly interested, will not look askance at the decision of the Great Northern Railway to build a railway from the United States boundary line to Winnipeg.

The fact that it is to be an air line will reduce the time considerably between Winnipeg and Minneapolis, is hardly of the first importance. What makes the matter of first importance is the fact that it will increase the competition in the railways in freight and passenger service. Competition in railways usually means a great deal for the business man.

Where there is no competition, consideration for the business man is usually at zero. Business men know this to their sorrow. When an isolated town becomes a competitive point by reason of the advent of another railway the lot of the business man is as a rule much happier. Freight rates are lower and the railways more obliging, and if a shipper has a grievance it is more politely listened to and more readily attended to.

Business men and other shippers in the west are doubtless praying that the proposed new railway will be constructed as promised by September 1st and that it will ultimately be extended farther into the Great West beyond Winnipeg.

The more pronounced a town becomes as a competitive point the more assiduously do the railways court the good will of the business men.

THE CLERK WHO SUCCEEDS.

The hardwareman who ultimately becomes a partner or proprietor of the store which he has entered as a clerk, is seldom one of the kind that lives in constant fear of doing more than he is told. In weighing out a pound of nails, sound business principles demand full weight, but little or no overweight. In weighing out one's services to his em-

ployer, on the contrary, it is well to give freely and loyally of time, ability and enthusiasm.

Most employers have a better appreciation of the interest which their clerks take in the success of the business than the clerks give them credit for. It really doesn't require much personal investigation on the part of the proprietor to distinguish between the mere time server and the young man who is constantly doing more than is required of him. Such a clerk is developing his own individual capacity and skill in the same degree that he is serving his employer's interests; and in those comparatively rare cases where such work is not recognized there's a good job waiting for him elsewhere.

An exchange truly says that the greatest lack in the business world today is the lack of men—able, progressive, dependable men—to fill positions of trust and responsiblity.

ENJOY YOUR BUSINESS.

Merchants who feel no pleasure in their business should learn what they would rather do and go about it. Too much is heard from the man who thinks the occupation he pursues is the last one on earth. His every action becomes distasteful to those who enter his store.

Goods seldom sell themselves. There must be a salesman behind the counter and in order to become one, a merchant must enjoy his business and enjoy talking about the goods he has for sale. They have to be properly presented and the personality of the salesman counts for much.

Too frequently merchants complain. Everything seems to go wrong with them and their tempers and attitudes are reflected in their faces when purchasers come into their places of business.

To succeed in your business you must enjoy it. You must realize that your business is the source of all your pleasure and you will soon make a pleasure out of your business.

THE MERCHANT AS BENEFACTOR.

In these times when retail merchants have to compete with the large departmental stores continually receiving favors from public officials and with the co-operative stores trying to push their way to the front, there is every reason for an educational campaign among the farmers and mechanics.

In former years when the country was in its younger days, when the pioneers were hewing houses from the standing forests and planting grain among the stumps, the merchants were their mainstay. Such is yet the case particularly in the northern districts which settlers have just begun to populate. One of the first men on the scene is the retail merchant. He supplied in the olden times and now supplies in these districts the necessities of life.

For years the retail merchant has carried the farmer and mechanic. Whenever a year of depression came and the farmer through failure of the crops had little money to spend he went to the merchant for credit. This is true in the present as well as in the past. If the grain yield this season should by any mischance become a failure merchants everywhere would again have to carry thousands of farmers. During the recent trade depressions many would have starved had it not been for the help of the retailers.

The retailer is the go-between, the money lender who gets no security on his loans. People to whom the bank or ordinary money lender refuses to lend, obtain credit from the merchant. He is the charity institution on the street corner. Yet when these same people have a little money they send it to the mail order houses leaving their benefactors in times of trouble and depression to obtain what they need to meet their accounts, the best way they can.

These same people will, when any co-operative store promoter comes along, spend their cash in taking stock expecting impossible dividends.

Unfair as this appears, yet it is actually the case and the only remedy lies in the merchant himself. Some have tried and triumphed. Every retailer has got to boom his own business by thoroughly acquainting the public with the quality and assortment of his goods. He must watch the competitor in the big city instead of the one across the road. He can educate by quiet talks where he knows the seed will fall on fertile ground. He has some splendid talking points and must make the best of them all.

In these days of competition he has got to be on the alert.

RAILWAY EXPANSION.

The vast amount of construction work contemplated or in progress by Canada's railway companies is another evidence of the rapid development of the Dominion. It is estimated that $85,000,000 is to be spent during the current year in railway extensions, this sum being divided among the Canadian Pacific, the Great Northern, the Canadian Northern and the Grand Trunk Pacific.

This enterprise indicates the healthy condition of the country, and if it were not for its wonderful resources the fact that so much money should be spent in a single year might be somewhat alarming. There is probably no greater evidence of the growth of a country and the expansion of its resources than railway development. There can, therefore, be little foundation for business men entertaining pessimistic forebodings that the present year will be different from earlier predictions. New railways stretching out into new districts mean increase of population, better times and better conditions among the retail merchants, and hence an increase in manufacturing establishments and a more wealthy country.

ALUMINUM TO BE CHEAPER.

The Bradley patents covering a process of manufacture which reduced the price of aluminum from $12 a pound to less than one dollar, expire during the present year according to Popular Mechanics, and it is a certainty that present prices will never again be maintained. The materials most used in its production are bauxite and cryolite, which are very widely distributed in America. Aluminum was discovered in 1827; it began to be used in 1850 in a small way, but as late as 1884 aluminum was produced for the most part only in scientific laboratories as a curiosity.

The application of electric heat to large retorts reduced the cost of manufacture in Germany to about 15 cents a pound, hence the present market price of 32 cents may be expected to suffer a heavy decline before the close of the year. This will at once largely expand its use as it will then be available for the manufacture of many articles which the present price makes prohibitive.

Under ordinary conditions aluminum is as little affected by air and water as gold; it is easily melted and cast or rolled; is lighter than glass; has a much higher tensile strength than copper and is an excellent conductor of electricity. Since 1895 the public has come to connect it chiefly with cooking utensils and more recently in the construction of submarines, and for other purposes where extreme lightness of construction is desirable. It will shortly enter into the manufacture of hundreds of articles of common use, and what in 1857 sold for $32 a pound can be had for about 20 cents.

Perseverence is the price of prosperity in business.

The man who thinks to work through all his waking hours will some day be unable to work through any of them.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 74.

MARKETS IN BRIEF.

Montreal.

Tin—No change.
Copper—Same quotations.
Turpentine—Up 3c.

THE MARKET SITUATION.

Fluctuating movements have characterised the primary markets. Tin has gained and lost ground, and it cannot be said that the speculative movement in London has inspired confidence. Consuming conditions in America are not favorable to a staple market, and it all depends upon the bull operators in London whether tin keeps up. The speculative copper movement in the Old Country is not helping New York quotations, and the weakness apparent in London has caused figures to decline across the border. Consumption is on the dull side, and the larger interests seem to be well provided with metal for the time being. Lead has been on the quiet side with a tendency to weakness. There is plenty of metal on the market. Spelter is still very firm both in London and St. Louis. Consumption is good, and heavy Continental business is reported. Heavy shipments of galvanized sheets from the Old Country to South America and other places have taken place. The iron and steel markets in the Old Country are reported to be somewhat more active. Cleveland warrants are quoted at 48 shillings and threepence. Production in iron and steel in the States continues to increase steadily. A lot of the material is going into stocks, but there is no doubt as to the improving consumption. Prices generally are firm, with an advancing tendency.

MONTREAL.

June 25.—The improvement noted all through the month continues, and the tone of the market is very bright. Buying has been general, and it is evident that users are not only busy but that they are putting aside no stocks. As one jobber remarked: "we are very pleased with the way things are shaping. Conditions look very healthy, and with no stocks in users' hands we feel any improvement in the consumption for the finished article right away. We cannot grumble with the month of June."

There has been no change in the jobbing prices of metals. Tin and copper have sold very well, and there has been a good inquiry. Some of the larger consumers are off the market for a while, as they are pretty well supplied. The unstaple state of the primary markets is reacting against things here, and there is no doubt that trade would be heavier if a strengthening of the markets caused users to consider their probable requirements more thoroughly than they are doing at present. Pig iron and steel seem in a very healthy condition. The good tone to the U. S. markets is helping the situation a lot.

PIG IRON—There is no change in the situation. Orders are coming in steadily, while contracts are being freely placed for future delivery. Supplies are keeping up well, large consignments arriving regularly from the Old Country. Canadian furnaces which are in the open markets are doing good business at the steady figure of $19 to $19.50 for high grade ore. The tone of the market generally is good, the condition in the States helping matters. The firming of prices, and the improvement in consumption across the border are bound to have a good iofluence here. Greater activity is reported in iron and steel in the Old Country, and somewhat advanced prices are anticipated in the fall. We continue to quote: Imported pig, Clarence, $16.75 to $17; Middlesboro No. 3, $16.50 to $16.75; Summerlee No. 1, $19 to $19.25; No. 2, $18.50 to $18.75.

TIN—Active trading is reported in tin. The jobbking price of 33c has been unchanged, but the weakness in the primary markets had the effect of inducing some shading for larger sized lots. Inquires are good, but there is no doubt they would be better if tin would become more staple. Consumption conditions in the States do not seem to be particularly healthy, and what with threatened strikes in the tin plate mills, and general poor legitimate buying tin will have to be held strongly in London to maintain its position.

COPPER — No price changes have been announced, and the jobbing figure of 14¼c still obtains. Orders have come in freely during the week, while inquiries have been good. The weakness noticed in New York has not helped matters here and but for good local trading, quotations might have been shaded. Copper is in a very unsatisfactory state in the primary markets. A break in London caused New York prices to decline, and the market showed greater weakness than for some time past. Figures showing a big increase in English stocks were probably the reason for the decline in London. Consumption in New York is reported on the dull side. Orders are going through freely but they are not of the proportion that they should be at this time. The large producing interests are keeping out of the market while producing just as heavily as ever.

SPELTER—Good trading is announced in spelter at the unchanged price of $5.75. Inquiries also keep up well, and further heavy business seems assured. There is a good demand for galvanized sheets at firm prices. The primary markets keep very steady. Good trading is reported in the Old Country, and in fact in Europe generally. Supplies are held in strong hands, and prices well maintained. The St. Louis market despite the tariff trouble is also in good shape with a fair consuming demand.

LEAD—Lead is unchanged at $3.60 with trail at $3.50. Trade is moving along at a fair volume, and the market is in a firm condition. The English market has been fluctuating. The demand there is without character and supplies are ample.

TORONTO.

June 25.—The metal market shows a little more strength this week and business has been slightly more active. The whole situation seems to be clouded, however, by speculation, and this to some extent has hindered trading. Prices are unchanged and if anything are firmer, especially in iron and steel. Stocks are fairly large. One Toronto house imported a shipload of 2,000 tons of Middlesbro pig iron this week. In manufactured metals there is a firmness and strength more than usual. Babbitt metal prices have been revised. Instead of quotations being given with a trade discount, the prices have been put at the straight 0gures.

PIG IRON—A quiet but improving demand exists. Stocks are pretty fair in size and production is increasing. Some dealers are talking higher prices, and it may be that these will go up in the fall. At present, however, the old quotations continue to rule. Canadian foundry is at $19; No. 3 Middlesbro, $19.25, and Cleveland, $20.

COPPER—The red metal has recovered itself somewhat and while quotations are still at 14½c the local situation is much stronger than last week. Sales while none too many are fair in size.

TIN—Yet a little bit irregular, sales of tin are quiet, and jobbers are holding their own. The local price is yet 32½c, and no change is anticipated.

LEAD—Like tin lead is quiet, but shows a more satisfactory outlook than it did ten days ago. Prices are maintained, the local quotation being $3.65 per hundred.

SPELTER—Still at $5.75. Spelter is little better than it was last week. Sales are few and the movement rather slow.

OLD MATERIALS—But little better than last week, except that prices are being maintained, old materials are piling up in stock rather than figuring in sales. A little better trading has been done the past few days.

METAL NOTES.

The world's output of pig iron which is 60,000,000 tons per annum, is likely to increase to 100,000,000 in 1950, says a U. S. metal authority.

In consumption of spelter the United States leads the world, using in 1907 228,509 tons out of a total of 796,855 tons, or nearly 30 per cent.

The orders for rails were the feature of last week's trade in steel in the United States. The Carnegie Co. alone booked 24,000 tons of rails.

Twelve thousand men employed by the Cambria (Pa.) Steel Co. are to have their wages advanced, the higher rate to go into effect on July 1.

It is estimated that the railroads of the North American continent are in the market for approximately 250,000 tons of rails, valued at $7,000,000.

The Calumet & Hecla Mining Co. was organized in 1871. It stands alone as the only mining company of any kind that has paid in dividends more than $100,000,000, or more than $1,000 a share.

A plant for dressing tin ore has just been completed at Groenfontein in the Transvaal, and it is claimed it is one of the most up-to-date in existence. The plant has a capacity of 1,000 tons of tin per month.

HARDWARE MARKETS

MONTREAL.

June 25.—There is a good tone to the markets just at present. Trade has continued to improve all through the month, and seems to be culminating into strong and steady summer business. Buying is very general and of a good assorted character. Travelers report that stocks in dealers' hands are very light, and that the condition everywhere is very healthy. Farmers are in a very happy frame of mind, especially in the Northwest, and when the success of the crop is assured, there should be a very strong consuming demand. The farmers have been economizing for a long time, and household stocks must be very low. Money likewise is much easier than it was.

Harvest tools are in very strong demand, and good orders are coming in from all directions. Harpoon forks are moving especially well. Builders' hardware continues in good steady demand. Some little delay is being caused by some makers being behind hand in their delivery. Preserving utensils are moving well, not only for future, but immediate delivery. The dry weather has helped the sale of hose, and repeat orders have been very active. Bolts and nuts continue in good demand, and it is evident that plenty of construction work is going on, especially as dealers do not seem to be increasing their stocks to any great extent. Miners supplies continue slow, but wire is a good seller.

No important change in prices is announced. The markets are firm and in a very healthy condition. June has turned out a very fine month indeed, and if the progress is continued there will be busy times ahead.

BUILDERS' HARDWARE. — Builders hardware is still a strong mover, and good assorted orders are coming in freely. These lines have been most prominently in demand all through. Some of the makers are reported as being backward in their delivery of goods. No change in prices is reported, and we quote: Door sets and escutcheons, 50 and 10; escutcheon pins, steel 50; brass 55; spring hinges No. 20, $9 per gross.

HARVEST TOOLS.—These lines are now very prominent. Good orders are coming in, while goods booked some time back are being delivered. Farmers generally are in much more confident state, and the healthy condition of the crops has, of course, stimulated the sale of tools. No change in prices is reported, and we quote. Hay fork pulleys, $1.60 to $8.50 a dozen; hay carriers, $3.50 and up; harpoon forks, $1.25 and up; hay rakes, etc., 55 off.

SUMMER LINES.—The dry weather has helped to keep up the movement of hose and good sorting up orders have come in. Lawn mowers are also in active sorting up demand. Refrigerators are not quite so active as they were, but are in steady call. Household utensils are in very good request, and it is evident that dealers are not overburdened with stocks. A good demand is springing up for fruit preserving utensils such as presses, cherry stoners, apple parers, fruit jars, jar rings, and maslin kettles. In some cases delivery is wanted at once. Bokings are also increasing in cow ties, lanterns, and other early fall lines.

MINERS' SUPPLIES.—Surface mining tools are in fairly good demand, but generally miners' supplies are on the slow side. We continue to quote: Miners' picks 17c a pound; prospectors' hammers, 20c; pick handles, $1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

BOLTS AND NUTS.—These lines continue in very steady demand. There is plenty of construction work going on, and with stocks on the low side dealers have been very steady buyers. We continue to quote: Discounts on carriage bolts, ⅜ and smaller, 70; machine bolts ⅜ and less 60, 10 and 10; coach screws 75; stove bolts, 80 and 7½.

SCREWS.—A very active demand continues in all size screws, and with stocks on the low side, dealers should be ordering freely for some time. We quote: 85 and 10 off for flat and round head, bright; 75 and 10 off for flat head, brass and 70 and 10 for round head, brass.

SPORTING GOODS.—A very good demand is noticed in sporting lines. Most of the sporting catalogues have been distributed, and dealers report a very good consuming demand. Fishing tackle, camping outfits, baseball and lacrosse accesories, and yachting supplies have all been selling well. Guns and ammunition are in very good demand.

WIRE.—Orders are coming in freely, and there is a good tone to the market. There is less delay in shipping, and stocks in dealers' hands are now in better shape. No change in prices is announced and we quote: Barb wire car lots and mixed, $2.50; small lots, $2.55; plain twist, car lots, $2.80; small, $2.85. Galvanized wire No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing $2.45; straight and mixed car lots, and $2.55 small lots. Plain wire, bright, annealed and annealed and oiled, $2.25 base. Other lines $2.30 f.o.b. Montreal.

TORONTO.

June 25.—Hardware trading is still active, though the rush of the past few weeks has eased up a little. No new developments have come over the market, although the goods asked for are undergoing a change. Haying forks and harvest tools are in demand, and good buying of wire fencing and wire nails is passing. Prices hold firm, all quotations being at last week's figures.

Retailers say business has greatly improved since last summer and manufacturers report good business with big orders.

SEASONABLE GOODS—The passing early summer season has been a particularly good one in the sale of lawn mowers and lawn goods; and even yet some fair and satisfactory repeat orders are coming in for mowers and hose. Haying forks and early harvest tools are now to the front and good demand is felt for fencing wire of all kinds. Screens, express wagons, roofing paper and tinware are going out in fairly large quantities. Prices hold firm and unchanged.

BUILDERS' HARDWARE—A great variety of novelties are being shown and some fine sales have been made. Door pulls, checks and pegs are selling almost as well as the necessities; and even in door knobs, hinges, locks and bolts the designs are out of the ordinary. In almost every line of builders' hardware there is a splendid showing of samples, neat and elaborate to suit all tastes. Tools are fairly active, and screws are in normal demand.

HEAVY GOODS—Iron bars and rods are again in brisk demand. Stocks are high, but jobbers say it pays to keep a good stock, as some first-class sales of different grades of iron bars have recently been made. Nails, while they have not increased in shipments over last week are still particularly active. Pipe, too, is a good seller with building at the top notch.

SPORTING GOODS—Camping supplies and fishing outfits have had a run this week, and a slight improvement is noted in the sales of guns and ammunition. Some cricket bats and balls have come along to help baseball and lacrosse goods move better, although all outdoor games appear to be more popular this season than for some time past.

STEEL AT THE SOO.

This week at Sault Ste. Marie, the new "No. 3" open hearth furnace at the Lake Superior Corporation's plant turned out its first steel. To Hardware and Metal, C. D. Warren, president of the Corporation, said that No. 3 blast furnace is not yet ready, but is under construction. There is much other work going on, principally a new structural mill, but as to definite details Mr. Warren was unable to speak at present. He had been in New York and had not the information at hand.

The making of steel is understood to be the first improvement made since English capital was introduced into the concern. Mr. Franz, manager at the Soo, said it would be a year before the blast furnace was ready, and seven months before the structural steel mill would be in operation.

The president of the British Board of Trade states that the total value of exports of tin plate from the United Kingdom from 1904 to 1908 was $103,623,669, the highest figure for one year being $24,737,509 in 1905.

U. S. IRON TRADE.

Cleveland, O., June 24.—The Iron Trade Review says: The revival of activity in the iron and steel trade is holding up with unabated strength. Generally the movement continues to be progressive, and tonnage being entered for nearby shipment is gradually mounting toward normal proportions. Since January, the volume of orders to some very important steel interests in some districts has practically doubled.

While the month of May was the best since the depression, and was replete with evidence of returning prosperity in the industry, the elapsed period of June has more than held its own. Steel bar orders the first half of the present month are in excess of May, and in semi-finished steel a marked increase has been noted by the large producers. This is a favorable reflection of the increased consumption by manufacturing interests which are buyers of their steel. Price advances are being made with caution, as great care is being exercised not to place any possible obstacles in the path of the recurring activity.

The labor situation growing out of the open shop declaration of the American Sheet and Tin Plate Co., owing to the determination of the Amalgamated Association of Iron, Steel and Tin Workers to resist this order, has not not produced any outward developments in the week. No conciliatory move has been made by either party, and, rather, preparations have been made to meet the exigencies arising from a strike condition. The American Sheet & Tin Plate Co. has put its idle non-union plants in shape for operation, while the workmen are laying their plans to carry their fight into the unorganized mills of the company. A conference with the independent sheet and tin plate companies which usually adopt the union scales arranged with the American Sheet and Tin Plate Co., will shortly be held by the Amalgamated Association to determine the position of these plants in the pending controversy. This week a second conference is being held by the Amalgamated Association with representatives of the Western Bar Iron Association in an effort to fix the new bar iron scale, effective July 1. The first meeting this year between the manufacturers and the men failed to bring about an agreement, the former requesting a reduction from the present scale.

A FRANCO-CANADIAN TREATY.

Montreal, June 23.—"Sentiment in France is quite in favor of the commercial treaty with Canada," said M. Chevalier, president of the Chambre de Commerce Francaise, who has just returned from a trip to Paris, and other French centres.

"What appears to be retarding definite action," he continued, "is the uncertainty which prevails in France as to the stand Canada would take were the former country to go ahead and finally approve of the treaty. If France accepted the treaty and Canada did not immediately ratify it, the pride of the nation would suffer, and many who are now lukewarm in their support of the measure would quickly do all in their power to bring it to a head were they given definite assurance that acceptance of the treaty would be mutual.

"As a matter of fact should not Canada make the advances? Consider our amount of importations from France every year—ten millions of dollars worth of goods. Then compare what France imports from us—merchandise to the value of but two millions of dollars.

"But I hardly think this is the light in which the people of France are looking at the matter. The treaty would be of mutual benefit and I am sure that definite action will be taken when the Chamber of Deputies meets again, after the holidays in October, and when our Canadian Parliament also gets down to business again.

"Hon. Mr. Fielding is at present in France, and any little matters about which doubt exists can be profitably discussed so as to allow each Government to know just how it stands with the other when the time comes for action."

TORONTO NOTES.

The Toronto warerooms of Wood, Vallance & Co., Hamilton, are undergoing some slight but necessary repairs.

Ed. Turbayne, who up to the beginning of the year represented Lewis Bros., Montreal, on the road in the Georgian Bay district, and who obtained leave of absence owing to ill-health, has gone into the warehouse at Montreal. He will look after the cutlery department there.

The steamship "Keyport" arrived in Toronto last Sunday with 2,000 tons of pig iron direct from Middlesbro, consigned to Samuel, Benjamin & Co. This is the first direct shipload of iron that this firm has imported in two years. In 1907 Samuel, Benjamin & Co. brought in three shiploads of pig iron.

Chas. Boeckh, vice-president of Boeckh Bros., brush manufacturers, Toronto, dropped dead on Wednesday evening as he was playing a game of bowls at the Granite Club. Mr. Boeckh was well known in hardware business circles throughout Canada. He was about 50 years of age. After leaving school he went into business with his father, the founder of the present company. Emil C. Boeckh, Toronto, and August Boeckh Montreal, are brothers.

Wm. C. McFarland, hardwareman, 391 Parliament Street, met with an accident early this week that will keep him in bed for some few days. He was cleaning out an oil tank in which some linseed oil had been stored with gasoline when an explosion occurred, which burned Mr. McFarland severely, though happily not seriously. A similar accident some days ago happened at Noden & Hallit's hardware store at Toronto Junction, when Sam Dray, one of the clerks, was slightly burned.

WASHING MADE EASY.

The "Excello" water power washing machine is one of those inventions, which has greatly lessened the labor about the home; done away with some of the worry of washday, and made the conditions more sanitary. It is made by the Excello Specialty Co., Berlin, Ont., who state that neither time nor expense has been spared to make this machine perfect in operation. In the construction of the motor, ideas are incorporated which are new and novel, and different from any construction heretofore used. The motor is placed exactly central over the load and the cylinder moves instead of the piston, which is the reverse motion commonly used. Both inlet and exhaust hose remain stationary, and the gear rack is securely bolted along the side of the cylinder. The piston rods are fastened securely to the motor bed, making a rigid construction form. All the working parts that come in contact with the water are made of the best grade of brass, and every part of the machine is interchangeable. The gear and gear rack are made of a hard bronze mixture, which has great tensile strength and long-wearing qualities, thus securing a smooth-running motor. The motor is operated by pressure from the city mains, and it is connected to the faucet by means of a hose. Another hose conveys the exhaust water back to the sink. The tub is made of cypress wood of good wearing quality, is well built and nicely finished. Every machine is thoroughly tested before leaving the factory, and each "Excello" motor is guaranteed for one year against all defects in material and workmanship. To operate this machine it is but necessary to make the connections and turn on the water tap.

GIVE HIM THE HORSE LAUGH.

If you have anything in your system work it out. Don't be afraid to stand up like a man and tell your boss or the head of your department just how you feel, writes Mike Kenny, in the Gimlet.

But for goodness sake don't sulk—don't pout—don't throw things around—don't pull down the corners of your mouth. Don't get in a dark corner with the other fellow and tell him all about it. That's the way cowards act.

If you are not afraid, if you know your reasons are good, if you know you are right, then you should not hesitate to stand up and give your boss the "straight goods."

Generally when a fellow sneaks around and mumbles to himself he is in the wrong and he knows it, and when he tells a felow clerk his side of the story he does not tell it straight.

May the good Lord deliver us from grouchy people—from the man who beckons to you to come with him under the stairs and then whispers his troubles in your ears.

If there is a clerk of this kind in your store, when he gives you the secret signal to come into the dark corner, give him the horse laugh. Tell him you live out in the sunshine, near the front door, where customers come in and sales are made and you can make a good, big, round dollar for your firm.

Elements of Warm Air Furnace Heating

The great advantage of a warm air furnace, writes M. H. Smith, is that it supplies fresh warm air, and this single feature from a hygienic standpoint places the warm air furnace in a position superior to that of any other form or system for warming dwellings, and moreover the expense for installation, operation and subsequent care of the warm air system is less than that of any other plan.

The warm air furnace, to be effective, however, must be large enough. It is in fact a matter of economy to use a furnace one size larger than is actually required, and it must be borne in mind too that the relation of the air supply, the size of the piping and the size of the registers to the furnace and to the rooms to be warmed are important factors in the success of a warm air furnace heating system. The success of the system depends also upon the careful instalation of the furnace, the piping and registers.

Every System a Problem.

Every warm air furnace heating system is a problem in itself. There are certain rules entering in the science of heating and these rules cannot be ignored, nor can success be attained unless these rules be considered and applied to the problem with judgment. Even after the exercise of care and thoughful attention it sometimes occurs that a certain run of pipe or perhaps the entire system fails to realize the expectation of the owner and the heating contractor, and when this occurs it should be borne in mind that "every effect must have a cause." Search for the cause, remove it and the system will be successful. Minimize the chance of failure when planning a warm air furnace heating system by observing these facts; That warm air, following the law of nature flows upward, and, as the natural movement of the warm air is upward, it follows that the greater the elevation of the warm air pipe the more rapid will be flow of air.

That warm air flows toward the point of least resistance and the velocity of the air movement in a warm air pipe depends upon the excess of temperature of air in the pipe—depends upon the height of the outlet above the furnace—depends upon the absence of frictional resistance in the pipe, and depends also upon the absence of pressure resistance in the rooms to be warmed.

Warm air furnace heating to be successful should be considered in connection with ventilation. Circulation of the air is in the absence of scientific ventilation an acceptable substitute only because its adaptation in the absence of ventilation provides a means of lower temperature from rooms.

Determining Size of Furnace.

The success or failure of the warm air furnace heating system finally depends upon the smoke pipe—and the chimney, if the smoke pipe is not the proper size, and the chimney does not have sufficient capacity—and is not properly constructed it is useless to expect the successful and satisfactory operation of the furnace.

The first important factor in furnace installation is the determination by accurate rules the space to be warmed, then to determine by positive rules the size of furnace required, and these to be followed by a proper consideration of the piping, the risers, the registers, the smoke pipe and the chimney.

Manufacturers with but one exception so far as I know have referred to furnace capacity, as equal to twenty to thirty cubic feet, for instance, and, although this is a custom of long standing, it is incorrect, and frequently leads to the installation of a warm air furnace entirely too small for the work required of it. It is much the better plan to base the capacity of a furnace on some system that will consider both the wall and glass exposure, as well as the actual cubic feet in the rooms or dwelling, and these three elements—the actual cubic feet, the net wall exposure and the glass exposure—might be termed gross cubic feet.

The capacity of a furnace on the gross cubic feet plan can be determined by taking into consideration the average diameter of the firepot by a formula that considers, too, the consumption of a certain amount of fuel per square foot of grate surface per hour.

The size of piping and registers required to warm a certain gross cubic feet may also be determined by fixed and positive rules.

The limit of warm air piping that a furnace will carry with success can be determined; also the amount of air to be introduced to the base of the furnace should be sufficient to fill all the pipes; if this is not done the success of the system is endangered.

FURNACE AIR SUPPLY.

Mistakes are often made by hardware retailers, who handle heating appliances in attempting to install furnaces and hot water heating plants without possessing the necessary experience to do this work satisfactorily. There is no part of a hardware line which requires more exactness than placing these plants in residences and business houses so they will do their work with efficiency, and dealers who do not realize the importance of knowing how to accomplish this could profitably engage some expert during the busy season to do the work.

The rudiments are not difficult to understand, however, if the aspirant will study the matter over conscientiously and apply the principles he has learned, from instructions, to the practical part of the work. It is quite prevalent in some sections for dealers, although many of them have had no previous experience, to begin setting up a furnace without even consulting the accompanying plans. This evil could be eliminated, and to good advantage, because it would undoubtedly mean the overcoming of dissatisfaction among patrons and thus react in good to the general business.

Many hardware merchants fall down on installing warm air furnaces through lack of understanding the laws governing the circulation of air. In order to get good results it is necessary that the air in a warm air furnace be circulated on the same basis as water is circulated through the pipes of a hot water plant. It is possible to effect this by using an outside cold air supply and a proper ventilating system, or by securing the cold air supply from inside and thus produce a circulating back to the furnace. This latter arrangement is much more economical from the standpoint of consuming fuel. It is also more satisfactory, in general, because it produces a more even temperature with the air in the building than is possible when the outside air supply is used.

One difficulty in using a system of ventilation adequate to produce the proper air circulation in residences is that there is ordinarily no ventilating flue of sufficient size to cause a consistent mixture of the warm and the cold. This fault is not vital, however, and instructions accompanying the best hot air furnaces usually enumerate means by which it can be alleviated. If care is taken in conforming to the above necessary elements, and in using common sense, the undesirable consequences are not likely to result.

SEASONABLE ADVERTISING.

Seasonableness in advertising is an important thing. But do not be like a dealer who advertises only in the dull season. "I do not advertise at this time of the year, but in September when business picks up I will renew my advertising campaign." He thought that was a great advertising stroke, but it was a very short sighted policy.

Advertise your goods the whole year around, but advertise the particular line of goods which is apt to be most in demand. For instance, it is probable that the dealers who are advertising winter stoves at this unseasonable time would derive much more profit from their advertising if they devoted their space to gas or coal oil stoves or other summer cooking apparatus.

It is unwise, too, to put stoves and ranges altogether in the background during the summer months, as this is the season when many young couples are getting married and furnishing their homes. A small display of ranges pays even in the summer months.

There is one way to be sure of economy in buying rope, as in other commodities, and that is to take care to get the best brand. The price per pound is of no consequence. What really interests the purchaser is the cost of a certain length of rope, strong enough and durable enough to do the work required. Rope that is sold slightly cheaper than the best, may on being put to a practical test, show an actual value of only about one-third that of the best. Is there anv economy in buying such rope, even at a cent or two less per pound?

Trade Gossip from Canada's Eastern Provinces

Advanced Prices Reported at Halifax in Rope, Fishing Nets, Lead and Oil—Mineral Areas Being Developed in Nova Scotia —Dominion Iron & Steel Meeting at Montreal.

HALIFAX.

June 21.—Advances now appear to be the order of the day in many lines of hardware. Dealers report trade in good volume in most seasonable lines, and travelers now on the road are turning in good orders. Collections throughout the province are showing some improvement, and taking into consideration that large catches of mackerel are being made, and that the vessels of the banking fleet did well, the prospects for the autumn business are good.

The advances noted since the last report are in cotton duck, tarred cotton lines, seine twine, and net twine. There has also been some slight advance in the price of white lead, pig lead and sheet zinc. The United States Steel Products Co. have advanced prices on barbed and plain twist galvanized wire fencing, 22½c per hundred pounds, and all lines of wire are likely to be higher in the near future. In fact, buyers are looking for advances in all lines of rope, and at present manufacturers will only book orders ahead for a certain period.

Notwithstanding the fact that linseed oil has advanced four cents per gallon, the manufacturers claim that there will be a further advance before the autumn on account of the great shortage of seed. The linseed oil markets, both in the United States and England, are reported very firm at present.

H. H. Fuller & Co. have disposed of all their hardware stock that was damaged by fire, and last week the sales staff was discharged, which is taken as an indication that the firm will not resume business. Only the office staff has been retained.

J. S. Bryson, of New Westminster, B.C., is visiting his old home at Middle Musquodoboit. Mr. Bryson has been in the west 28 years, and this is the first visit that he has made to the scene of his birth in 17 years. He is engaged in the hardware business, and has associated with him his three sons, the firm doing business under the name of Bryson & Sons. Mr. Bryson will spend a couple of months in Nova Scotia.

The Sydney Gold Mining Co., composed largely of Cape Breton capitalists, recently received a brick of gold weighing about 125 ounces, from their mine at Guysboro. The gold is valued at $2,500.

Active development work on J. H. Brown's mineral areas at East Bay, C. B., were commenced this week, when a gang of men were put to work sinking three shafts.

The steamer Morien, which arrived here this week, brought 520 tons of cast iron pipe for the City of Halifax. The pipe is part of a purchase of $18,000 made in Scotland, and will be used for the extension of the water service.

The silver areas at Musquodoboit taken up by Miss Bessie Dunbrack, of that place, are to be developed immediately and at present a quantity of machinery and plant is being installed there. Senator Ewing, of the United States, who is a relative of Miss Dunbrack's, and some other American capitalists, are interesting themselves in the proposition.

The Royal Bank proposes enlarging its present quarters. The new building will cost in the vicinity of $125,000.

B. D.

NEWCASTLE.

June 22.—The Drummond Iron Mines Company have at last got down to business. They have in deference perhaps to a subsidy of $25,000 guaranteed them by Gloucester County Council, decided to build their railway from the mines to Black's Cut, four miles south of Bathurst, thus insuring Bathurst as the location of their permanent docks—if Bathurst harbor can, without costing too much for dredging, be made available for large ships. To make sure, however, of shipping facilities, the company has accepted Newcastle Board of Trade's offer of a free site, and promised last Saturday to begin the erection of docks here as soon as right of way was arranged for spur line from I. R. C. to river front. No docks will be built at Bathurst till a harbor is furnished. Good anchorage for fairly large vessels is in Newcastle already. The building railway to Bathurst month, while increasing I.R.C. haul to ready. The building of the railway to Bathurst saves a steel bridge across Nepisiguit river, and hastens construc- tions by six months, while increasing I.R.C. haul to Newcastle nnly nineteen miles.

H. H. S.

H. H. S.

MONTREAL.

June 23.—The annual general meeting of the Dominion Iron and Steel shareholders was held last week in Montreal. The president, J. H. Plummer, pointed out that although they had passes through a period of depression, when every other steel plant has been shut down for a time, their own plant had been kept going. While the outlook was more hopeful they must not expect an immediate return to former activity. The report of the directors showed that the earnings showed a net surplus of $1,571,412, and that improvements were being made to the plant in the shape, of additional coke ovens, blast furnace, and finishing mill, which would enable the works to produce a much larger tonnage of finished steel. In reference to the suit with the Dominion Coal Co., it was stated, that the Coal Company had paid $2,750,000 on account in the damage claim. The report was adopted, and the shareholders confirmed the issue of $20,000,000 consolidated mortgage bonds previously authorized. The retiring directors were re-elected.

David Yuile, one of Montreal's prominent business men, died in Baltimore on Monday morning where he had gone to undergo an operation at the Johns Hopkins Hospital. Mr. Yuile was born upwards of 60 years ago in Glasgow Scotland, and it was in that city he received his early education coming to Canada when a young man. For the greater part of his business career he was connected with the glass trade in Montreal, but he also turned his attention to other commercial interests, notably the textile industry, being president of the Dominion Textile Co. at the time of his death. Mr. Yuile was also interested in Warden King & Co. His wife was a daughter of the late Warden King. He was as well president of the Belleville, (Ont.) Iron and Horse Shoe Co.

Interesting Trade Items Gathered in Ontario

Veteran Hardwaremen at Kingston — Stove Travelers Foregather at London—Brantford Reports Furnace Trade Active —Chatham Hardwaremen Missing Business Opportunities— Cutting in Paris Green Prices at St. Thomas.

KINGSTON.

June 22.—Archibald Strachan, Kingston's veteran hardware dealer, who was recently appointed collector of customs, at Kingston, has sold his hardware business at the corner of Princess and Montreal streets, to H. W. Marshall, of this city. Mr. Marshall has been engaged in the electrical business for some time.

W. A. Mitchell has just completed twenty-five years in the hardware business, and is receiving the congratulations of his friends, and he has a host of them. He entered the retail department of the wholesale firm known as Muckleston & Co., and in 1889, accepted a position with the wholesale firm of Lewis Bros., Montreal, and canvassed the district between Pembroke and the coast. In 1894 he settled in the store where he is now established, purchasing the stock of E. W Cox. Mr. Mitchell is secretary of the Retail Merchants' Ass'n.

The latest in the line of building comes from the board of education. A two-storey building of stone and brick will be erected on the collegiate grounds, for gymnasium and manual training purposes, and at a cost of $6,128.

Automobile dealers report a brisk sale. Many Kingstonians have purchased cars,

A big car has been put on the stage route, between Kingston and Napanee, and is doing a good business.

E. G. B.

GALT.

June 16.—James Douglas, who for a number of years has been associated with W. J. McMurtry in the hardware business in Galt and St. Thomas, was seized with a paralytic stroke on Tuesday, and grave fears are entertained for his recovery.

Galt merchants have decided that there will be no half holiday during the summer months.

The Galt Art Metal Co. is exceedingly busy at present—in fact it has been so for some months past. Very recently it secured the contract for the metal work required for the addition to the Winter Fair buildings in Guelph, this amounting to $4,000. A few days ago Manager Hayhurst was the recipient of the contract for the ceilings, etc., of the new St. Jerome's College building in Berlin, necessitated by a recent fire. Night and day shifts are now employed and the company are taking advantage of every available minute.

New autos are coming to Galt at the rate of three a week, and those hardwaremen who deal in gasoline are naturally being proportionately benefited.

Allen & McKenzie report an increased demand for builders' supplies of all kinds.

The strike of masons and bricklayers is seriously interfering with building operations in Galt.

There is a revival of bicycling in Galt and many new wheels are to be seen on the streets.

B. A. C.

CHATHAM.

June 22.—Following the lead set by Chatham, Wallaceburg merchants have formed an association, and are inaugurating a collection system modeled upon that recently inaugurated here. The new scheme was agreed upon at a meeting last week, and E. Askunas was named as official collector. Owing to the fact that its two largest industries are continuously idle for several months in the year, Wallaceburg is a town where long credits prevail, and the merchants estimated the other day that they had over $30,000 on their books.

Hardware men here have experienced a revival in the roller skate business. Some time ago the rink was closed, but now there are any amount of youngsters coasting on the granolithic sidewalks. As the the rink rented skates and few were consequently bought, the new craze, which promises to grow, means a little bit for the hardware trade.

It is doubtful if hardwaremen make the most of their opportunities in connection with the garden trade. There is a market here for any amount of poultry netting and wire fencing and trellis work. For instance, the netting is just the thing for training sweet peas and other climbers. Many a gardener will spend hours "stringing" old pieces of twine for his climbers, and when a quarter's worth of poultry netting and a few staples would do the trick more neatly and more effectually in a few minutes. If the hardwaremen pointed out this fact to the average buyer when he secured flower seeds or garden tools, a sale possibly small, but yet worth while, would probably result. Of course, the hardwareman would do well to push the sale of the more expensive wire trellis, which is handsome and more durable, but the poultry netting is more nearly within the average purchaser's grasp. Again, though street fences have practically disappeared, there are many line fences of boards, ugly and dilapidated, which would be replaced by the trellis fence if the hardwareman laid the subject before property owners in the proper light. In fact a walk or drive around many residential streets would be apt to reveal to the enterprising hardwareman or watchful clerk, plenty of places where fencing, poultry netting, roofing, water meters, garden hose and other items could be sold. A suitable circular letter to street and number would probably pave the way to doing business.

The contracts for the Chatham collegiate institute addition have been let to Hugh Gallager & Son, for $16 343. Park Bros. have received the contract for a larger boiler to replace the present one in connection with the heating system. The board of education decided to instal the Gurney ventilating system, involving an extra cost of $335.

The machine and implement shop of Jas. Cox, Blenheim, was totally destroyed by fire on Thursday morning.

Jas. Smith, the Wallaceburg hardwareman, is having his store repainted throughout, and is making other improvements.

H. L. Binder, manager of the Alvinston Flax Co., states that the outlook is decidedly blue for the flax crop this season wet weather having prevented seeding.

The ammunition trade is rather quiet just now throughout the country. Quite a few people have taken out permits to shoot blackbirds, which helps a little.

V. L.

BRANTFORD.

June 22.—The intermittent showers and warm weather of the past two weeks has shown wonderful effects on the crops in this neighborhood, and the farmers state that everything is coming along fine. With prospects of wheat staying at the dollar mark, the local hardware dealers hope for a good share of the farmers' trade. With prospects of a bountiful harvest, the demand for binder twine is good. Oil cans, scythes, oil stones and such needed harvest material as forks, are in good demand.

A building permit has been issued to the Schultz Bros. Co., for the erection of a new three storey building on Dalhousie street, at a cost of $8 000.

Henry Yeigh, in speaking to your correspondent last week, in his capacity as president of the Telephone City Stoves Co., said that the furnace trade has been especially good this year. More high-class furnaces have been installed this year up to June 1, than during the whole of the previous year. Since acepting the agency for the Martin-Senour paints, the company sold as much in May as in the whole of the previous three years.

J. B. Wood, of Norwich, has purchased a car from the Batty Hardware Co., Norwich, who have the agency for the Mclaughlin line of automobiles. This is an opening that an energetic hardware merchant can boom, and get a considerable side-line profit on.

All stores in Waterford will be closed on Thursday evenings during July and August.

A fire broke out in McCrae's foundry, Tillsonburg, and did some damage, but no stoppage will be caused.

The foundation has been commenced for an addition to the Maple Leaf Tool Works, Tillsonburg, for the manufacture of handles. Other extensions are contemplated.

Building notes from Welland include the erection of a two storey brick block on Division Street, the erection of a new $17,000 four-room addition to the central school and an addition to the northward school.

Application will be made in a few days by Raymond and Spencer for the incorporation of the Welland Glass Mfg. Co., for the establishment of a plant for the manufacture of all kinds of window glass, including plate glass.

G. C. Mason has secured the contract for the erection of the new transformer house of the Falls Power Co., at Welland.

Watt and Squire have received the contract for all hardware for the new post-office being erected at Simcoe, at a cost of $30,000.

LONDON.

June 22.—The hardware trade continues fair and the prospects bright.

The probability is that the McClary Mfg. Co. will erect a warehouse at Saskatoon this summer. Col. Gartshore, vice-president and manager, says some property has been bought there by the company, but tenders are not yet received for the building. It is understood that a temporary warehouse will be erected at once, and a more substantial building in the near future. John J. Foote, the western business manager for the firm, is at present in Saskatoon looking after the erection of the building.

The annual picnic of the employes of the George White & Sons Co., at Springbank Park, on Saturday, was a most enjoyable affair. The attendance was large, the weather perfect and the programme of games, etc., was carried out with much enthusiasm.

It is said the C.P.R. contemplate the erection of a new round-house here.

Building continues to boom, and it is more than probable that the month of June will show $150,000 worth of building. As a matter of fact, 75 permits

for a total of $93,109 have been issued by City Engineer Graydon so far, and at least $60,000 worth more should be taken out before Dominion Day. The number of permits issued last June was 22, with a value of $61,000, so that a trifle over half the month shows an increase of 50 per cent.

The McClary Mfg. Co. held their annual travelers' convention this week. About 40 representatives were in attendance. Among them were A. A. Browne, Montreal; John Arthur, Calgary; Mr. Galloway, Vancouver; Messrs. Lawrence, Anderson and Murray, Winnipeg; Screaton, Jeffries and Long, Toronto; Owens, Montreal; Geo. Bishop, St. John; Main, Thompson and Quinn, Hamilton; Chalmers, Grenfell, McKellar, Thorpe, Ward, McKenzie and Hogge, London; Brodeur, Montreal; Ritchie, Montreal; Weston, Hamilton. The chief object of the convention was to bring the representatives together, and thresh out the problems and difficulties so frequent in the life of a salesman. Tuesday afternoon and evening were devoted to a discussion on "Profitable Salesmanship," Wednesday afternoon and evening, "Practical Demonstrations." Thursday afternoon was spent in going through the factory, while Thursday night and Friday addresses were read on the art of selling.

The new men's dining room in connection with the McClary factory was opened last Saturday. It is a fine, airy place, about 100 feet square, where the men are provided with hot water and towels for cleaning their hands, and in addition are provided with tea, coffee and the necessary dishes without cost to themselves. The dishes are thoroughly sterilized after each meal. To the other inducements are added a large number of current periodicals and playing cards for those who feel so disposed, while those more athletically inclined are provided with a quoiting ground. This move is an effort to improve the health conditions of the men. F. T. Y.

ST. THOMAS.

June 22.—Trade among the farming people has brightened up the past week as all seeding is through. The demand for Paris green is now heard. The price in force at present is 25c per lb., although 50-lb. lots are selling as low as 18½c. There are several sections where consumers have banded together and bought quantities and are selling it out at 19c per lb. As the local dealers will meet this action, it is likely that a price of 18c will be offered.

Ingram & Davey secured the contract for steel for the septic tanks, also for the different county bridges that will be erected.

The Board of Trade are negotiating with an American gun manufacturing company to establish a Canadian branch here.

The employes of Ingram & Davey have organized a baseball club to play any local trade club.

Col. Stacey, who was at the head of the Stacey Hardware Co., and now residing in Australia, is here on a short visit.

The building and grounds committee of the Board of Education have awarded to the James Smart Co., of Brockville, through Meecham & Co., the contract to instal four No. 30 Kelsey furnaces in the Wellington Street school. The system is hot air, and although the tender was second highest, the committee took into consideration the work of the same furnaces in Balaklava Street school, which are giving first-class satisfaction. The bids were: Hamilton & Stott, 4 No. 70 Improved Economy furnaces, $1,025; G. D. Stewart, 4 Sunshine furnaces, $1,175; Meecham & Co., 4 No. 30 Kelsey furnaces, $1,121; Ingram & Davey, 4 No. 28 Leader furnaces, $625. As there was an apparent error in the latter figures their tender was not considered, although Mr. Davey says the firm would be willing to carry out their tender. F.

News from the Prairies and British Columbia

Summer Hardware Selling Well at Saskatoon—Victoria Hardwareman Celebrates Anniversary — Industrial Activity at Comox—New B. C. Powder Plant—Building Activity at Vancouver Keeps Rushing Ahead.

VICTORIA.

June 17.—Trade for the past week has kept up very well and the tourist traffic has improved very much with the advent of fine warm weather. The A. Y. P. exposition at Seattle is having the effect of bringing a very desirable class of travel to the coast, and through the use of judicious advertising Victoria is getting a good number of visitors, some of whom will ultimately make this "City of Homes" their dwelling place.

Preparations are being made by the Esquimalt Waterworks Co. to lay a a large pipe from Goldstream to Esquimalt. The capacity of the new pipe line is a very large one—15,000,000 gallons per day. Victoria's present supply is only 3,000,000 gallons. T. Lubbe, manager of the company, says his corporation have in view the object of supplying water for industrial concerns, which, it is felt, will be located on the harbor, which is one of the finest in the world. This large capacity will afford an opportunity for Victoria to get a supply in case of necessity.

The Westholme Lumber Co. have been awarded the contract for building the new provincial hospital for the insane at New Westminster. The amount of the contract is $369,000. Work is to commence at once.

The addition to the electric light station, in which will be placed the pumps for the salt water system, is almost completed. The turbine pumps, which have been manufactured by the D'Olier Co., of Philadelphia, are expected here this week. There are two of them, one is to be operated by electric power, the other by steam. All the mains are laid and hydrants installed, so that when the pumps are in and in working order the additional fire protection will be an actual fact.

To-day Alexander Wilson, senior partner of the hardware and plumbing business of A. & W. Wilson, will celebrate the fiftieth anniversary of his arrival in Victoria, of which place he has been a resident ever since. Mr. Wilson has always taken an active part in public affairs, having been alderman for several years. He has seen Victoria grow from its infancy and has always been a firm believer in the future of the city. Congratulations are being extended to Mr. Wilson by his many friends.

The School Board have decided to purchase a site for another school in the east end of the city. Separate tenders are being called for the Moss St. school.

The B. C. Electric Railway are enlarging their present power house and are calling for tenders for excavating for and building of concrete foundations for steam engines and boilers.

Extensive alterations are being made to the upper floor of the city hall for the purpose of giving larger accommodations to the city engineer's department. The alterations will cost about $4,000.

Development work is going ahead rapidly at Comox. The Fraser Lumber Co. is pushing on the railroad construction and material is arriving daily.

The Denman Island Stone Co. expects to begin shipping stone this week to fill a large order for the B. C. Electric in Vancouver. Hoisting machinery has been installed with a capacoity of about 30 tons.

W. B. C.

SASKATOON.

June 18.—Local hardwaremen are displaying various lines of warm weather goods now in demand. Refrigerators, ice cream frezers, screen doors and windows, hammocks and camping outfits, are amongst the goods finding a ready sale.

Many of the local merchants attended the Board of Trade convention just brought to a close.

The Hub Roofing and Cornice Works have been awarded the contracts for the roofing and metal work on the new Bank of Montreal, the Baldwin block and residences for C. Wentz, N. Benolkin, J. F. Johnson, A. H. Hanson and A. McDonald. The same firm will also put a new roof on the Clinkskill block and the Young block. Another big contract received by them is that of making 100 galvanized iron garbage tanks for the city. This is only the first instalment of the number required. The city health department retails them to citizens practi-

CONDENSED OR "WANT" ADVERTISEMENTS.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SECOND-HAND eight foot squaring shear, in first class condition. Wheeler and Bain, Toronto. (26)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Columns Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

THE "DUSTLESS" is a perfectly Sanitary Cleaner. Enables your customers to discard brooms and still keep floors and carpets absolutely clean. They'll buy it quick because it saves time and strength. There's a good profit for you. You want this line. World's Only Dustless Brush Co., 27 Colborne St., Toronto. (tf)

ARTICLES WANTED

WANTED—Horning press. Apply 530 Delaware Avenue, Toronto. (24)

AGENTS WANTED

PAINT manufacturer wants retail representatives in British Columbia cities. Widely advertised line sold extensively throughout America. Write for particulars. Box 853, HARDWARE AND METAL, Toronto. (27)

LONDON - Messrs. W. Cooper Penn, M.I. Mech. E., and Thorp, Consulting Engineers and Agents in Westminster, are desirous of acting as agents for the purpose of purchasing machinery and other plant for a leading Canadian firm. Address, 25 Victoria Street, Westminster, England. (27)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—Hardware, stove, plumbing and tinsmithing business in one of the best towns in Ontario. Excellent opportunity to secure a well established business with good prospects. Apply Box 852, HARDWARE AND METAL, Toronto. (27)

GROWING, established business in stoves, gas goods, Martin-Senour paints, tinsmithing. Live Ontario city; excellent chance. Box 861, HARDWARE AND METAL, Toronto. (27)

BUSINESS CHANCES.

FOR SALE—Hardware, stove and tin business in prosperous town in Ontario. Stock about $10,000. Address, P.O. Drawer 260, Hamilton. (tf)

HARDWARE, stove and tinware business for sale in a good manufacturing town, good farming and dairy country, doing good daily business. Established 32 years; will sell all, or workshop separate; stock $8,000; good reasons for selling. Box 856, HARDWARE AND METAL, Toronto. (27)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

MISCELLANEOUS

CUT DOWN YOUR PRINTING BILLS one half, by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a WRITERPRESS to run off circulars and letters, sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ontario.

DICTATING to the Dictaphone saves 50 per cent. We will prove it to you if you will send us a post card for full particulars. Toronto Phonograph Co., Limited, Dictaphone Dept., 40 Melinda Street, Toronto, Canada. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

60,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and factory, 11 Alice Street, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink, which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. (tf)

A FIRM in South Wales, which proposes to establish a factory in Toronto, wishes to get in communication with Canadian Malleable Iron Founders in a position to supply castings. Address Box 858, HARDWARE AND METAL, Toronto. (tf)

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont.

POSITIONS WANTED

HARDWARE CLERK, reliable, good book-keeper and office-man wants position. Four years' experience: splendid references. Box 859, HARDWARE AND METAL, Toronto. (28)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Tinsmith, first class, to take charge of shop in good Manitoba town. Married man preferred; state salary expected. Apply Box 855, HARDWARE AND METAL, Toronto. (27)

WANTED—Tinsmith, first class man, to take charge of shop in good Manitoba town. Would give interest in shop to right party. Apply to The James Stewart Mfg. Co., Ltd., Woodstock, Ont. (27)

HARDWAREMAN, 14 years' experience, wants better position. Advertiser, HARDWARE AND METAL, Toronto. (26)

TECHNICAL BOOKS

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

ESTIMATING, by Edward Nichols, Architect.—140 pp. 35 illus. Cloth binding. Containing invaluable information for the use of Architects, Contractors, Builders, Carpenters, Plumbers and Heaters, Painters, Roofers, Cornice-Makers, and other workers in the building trades. This handbook tells just how to go about the task of making an estimate intelligently. Price $1.00. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid. The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ROOFING, CORNICE AND SKYLIGHT MANUAL.—Consists of 3 articles: Tin Roofing, including flat and standing seam roofing; Cornice Work, describing equipment for country shop and method of developing patterns; Skylight Construction, treating of a skylight without a ventilator and also with a ventilator in the top. 175 pages, 170 illustrations, 13 plates. Price $1.50. MacLean Publishing Co., Technical Book Dept., 10 Front Street East, Toronto, Canada.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

Notice of Sale

H. H. DRYDEN, LIMITED, IN LIQUIDATION

Sealed tenders addressed to the undersigned, Sussex, N.B. will be received up to twelve o'clock Saturday, the 17th day of July, 1909, for the Real Estate, Buildings, Plant, Machinery, Tools, Stock in Trade and Office Furniture of the above named Company. Tender may be either en bloc or for separate portions.

Full statement and description of the property to be sold can be seen at the office of the company, Sussex, N.B. or at the office of Messrs. Weldon & McLean, 42 Princess Street, St. John, N.B.

The highest or any tender not necessarily accepted.

H. B. CHADBURN,
D. GEORGE CLARK,
Liquidators

cally at cost. The by-law provides that householders furnish themselves with a proper garbage receptacle.

The plans of Storey & Van Egmond, Regina and Saskatoon, have been accepted by the high school board for the new collegiate institute to be built here this year. The estimated cost of the building is $90,000, which with site and equipment will total $125 000. The competition between the architects was a very keen one and the plans chosen are on a very satisfactory scale. The plans show the big school to have a frontage of 152 feet by 82 feet deep. It will contain all the class rooms, laboratories and equipment, gymnasiums, bath rooms and recreation rooms, which are necesary in a high educational institution. Tenders are to be called for as soon as specifications can be got out.

The contract for the erection of a five suite apartment block for J. A. McRae has been let to F. H. Webb. The building is a two storey one. The contract price is $18,000.

The City Council have withdrawn their objection to the location of the new C. N.R. station on First Avenue. A space of twelve feet is to be left between the building and the street line. The contract has been let to Sam Brown, of Winnipeg, and work is likely to proceed at once.

Thomson and Homer, sanitary heating and ventilating engineers, of Winnipeg have opened a branch in Saskatoon. J. E. L. Homer is in charge. Premises have been secured on 21st Street. A show room will be fitted up with plumbing fixtures and other goods handled by the company. Mr. Homer sees a good opening here for this class of business and is confident that the city has a prosperous year before it. A good trade is anticipated right from the start, as the building program this year is a big one and includes many large contracts.

D.G.R.

HUMBOLT, SASK.

June 21.—Ritz & Yoerger's store, shown in the accompanying illustration, is 24 by fifty feet in size and two stories in height, there also being a 24 by 60-foot warehouse and 16 by 24 tinshop in connection. It is neat in appearance with modern shelving and silent salesman, and has a metal ceiling unlittered with the odds and ends often stored on the ceiling by many dealers. A special line shown is cream separators for which there is a good sale in this district. Stoves and tinware are also shown to good advantage with a sliding ladder for convenience in getting at the stock. Harvest tools are also kept neatly on a rack at the rear.

The firm have been taking Hardware and Metal for nine years and Mr. Yoerger says it is eagerly read by every one connected with the firm.

W. W.



Interior of Ritz & Yoerger's Store at Humboldt, Sask.

VANCOUVER.

June 19.—Business generally is so good in this city that several new enterprises are in prospect which have a direct connection with the trade. J. C. and A. J. Macdonald, proprietors of the Grand Forks Machine and Structural Iron Works, of Grand Forks, B.C., are in the city this week, looking over the situation with a view to starting an establishment here. They have received much encouragement from individuals prominently connected with the building trade. The firm has two plants in the Boundary district, where the mines brought considerable business, but with the relaxing of the activity of this industry it is proposed to move the larger to either Spokane, Vancouver or Prince Rupert. At present, Vancouver is the choice, though the Messrs. Macdonald will visit Prince Rupert before eventually deciding.

Another new proposition is the erection of a mill for the manufacture of black powder at Ruskin by the Giant Powder Co. Ruskin is located 30 miles from Vancouver on the main line of the C.P.R., on the Fraser river. This concern already has a dynamite plant at Telegraph Bay, near Victoria, on Vancouver Island. C. C. Bemis, of San Francisco, president of the company, has been here in connection with the matter, and now that the site has been secured, he says that work on the plant will be started without delay. The total investment will be $60,000. As the product is used mostly in clearing timbered land, there is a market all about.

Building permits for the past week totalled $119,800 in value, nearly all for dwellings, with two principal exceptions. These were for a school in Grandview to cost $40,000, and an $11,000 addition to A. C. Flumerfelt's new brick warehouse on Railway Street. A frame residence for N. S. Logan, on Victoria Street, will cost $9,000.

It is expected that with the sale of Prince Rupert lots completed, the construction of permanent buildings on the townsite will now be proceeded with. Up to the present, most of the places put up were of a temporary character, since the townsite was being laid out, and the people were there only on the suffrance of the railway company.

Premier McBride, who was present to officially open the two new steel bridges in North Vancouver municipality on Tuesday, made a significant statement, when he announced that he expected within three years to see the big bridge across the second narrows of Burrard Inlet to connect North Vancouver with Vancouver proper. This project has been talked of for a long time past, and with the proposed construction of the V.W. & Y. to the north, hope was entertained that the municipalities and the government would join with the railway company to make the bridge a joint vehicular and railway structure. It is thought that this will be the final outcome, but it is too large for action to be taken without lengthy consideration and negotiation.

Local hardware companies are taking advantage of the eccentric and diverse patterns in hats to attract attention to display windows by creations of hardware goods which strike the eye of the passers-by as highly original. They are an attractive feature, and one naturally halts to see how a cooking tin or some other article has been inverted, and with rope, dusters, etc., with awls and such like for pins, made to look much better in the window than many of the unique shapes which daily appear on ladies' heads. The North Vancouver Hardware Co. had an original design, while three ornamented the window of McLachlan Bros., on Hastings St., this week. The trimming would have done credit to a Paris designer.

Aldermen Morton, McMillan and Crowe, three of the practical members of the Board of Works, have been appointed a committee to go to Portland to inspect the Hassam method of pavement, which is in use there. A civic delegation from New Westminster, that went down to Portland, has returned and reports that it found the pavement very satisfactory.

The city engineer has approved the paving of Howe Street for two blocks from Robson to Nelson, with asphalt on the local improvement plan, to cost $11,692. This work has been looked after by an agent of the Barber Asphalt Co., Toronto.

C. E.

"V" CRIMP-ROOFING CORRUGATED IRON

METAL SHINGLES AND SIDING

PAINTED AND GALVANIZED

Made from Best Quality Steel Sheets

This is a profitable line for you to handle

WRITE FOR OUR PRICES

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WINNIPEG and CALGARY

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For anything in Builders' Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

SUCCESSFUL ADVERTISING, HOW TO ACCOMPLISH IT. By J. Angus Macdonald. Practical Work for Advertiser and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad. Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

Three In One

We have just issued under one cover new booklet containing

First
Illustrations.

Second
descriptive matter.

Third
list prices of our complete line of

Furnaces and Furnace Materials

and

Boilers and Boiler Materials

Copies have already been mailed to our numerous customers in Ontario. Possibly some have been overlooked. Have you received a copy? If not, communicate with us today.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook — Hardware Quotations Corrected by Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg Quotations.

WIRE—Barbed wire, 100 lbs., $3.15; plain twist, $3.40; staples, $2.90; annealed wire, $2.80 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES — "MRM" and "Bell" iron. No. 0 to 1, $4.50; No. 2 and larger, $4.25; snowshoes, No. 0 to No. 1, $4.75; No. 2 and larger, $4.50; steel, No. 0 to 1, $4.85; No. 2 and larger, $4.60; featherweight, $6.

HORSE NAILS—"MRM" cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

WIRE NAILS—$2.80 Winnipeg and $2.35 Fort William.

CUT NAILS — $2.90 per keg base; pressed spikes, $3.30 base, usual extras.

SCREWS—Flat head, iron, 80, 10, 10, and 10 per cent.; brass, 75 per cent.; round head, iron 80 per cent; brass, 70 per cent.; coach, 67½ per cent.

BOLTS—Carriage ⅝ and smaller, 65 per cent.; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55 per cent. copper; No. 7, 29c; 8, 29½c; and over, 45; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

RIVETS AND BURRS—Iron rivets, 55 per cent. Copper, No. 7, 29c; 3, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 30½c; 10, 33c per lb.

SHOVELS—No. 1 and No. 2, 40, 10 and 5 per cent.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½, $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.50; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits 47½; other lines, 75 p.c.

BLOCKS—Steel, 45; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—American, 75; Black Diamond, 60; Nicholson's, 65 p.c.

STOVE PIPES—6-inch, $8.69; 7-inch, $9.31.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc. — Pressed, retinned and plan, 75 and 2½; pieced 30; japaned ware, 35; Famous enamelled ware, 50; Imperial, 60, one coat, 60; Premier, 50; Colonial, 60; Royal 60; Victoria 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $33; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE Sisal, 10¼; pure manila, 12¾; British manila, 11½c; lath yarn, 9½c.

BUILDING PAPER—Plain, Sunrise, 50c; Surprise, 45c; Anchor, 60c; Cyclone, 60c; Victoria, 70c; Triumph, 67½c; Buffalo, 67½c; Jubilee, 70c; Tarred: Anchor, Joliette and Buffalo, 62½c; Victoria and Jubilee, 86c; Triumph and Joliette, 84c; Cyclone, 78c.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galzanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33 1-3; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, Canadian, $1.55; American, $2. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $17.50; 10, $20; 12, smokeless, chilled, English, $22.50; Canadian, $23; 10, smokeless, chilled, English, $25; Canadian $22.50. Shot, drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2,35; Swedish iron, $4.75; sleigh shoe steel, $2.50; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

PIG LEAD—$5. Lead pipe, $6.

SHEET ZINC—Casks, $7.50; broken lots, $8.

COPPER—Planished copper, 33½c per lb.; tinned, 24c.

IRON PIPE — Black pipe, ¼ in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½, $10.75; 2, $14.50; 2½, $24.40; 3, $31.50; 3½, $39.50; 4 $45; 4½, $52; 5, $58; 6, $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

GALVANIZED IRON — Apollo, 16-gauge, $3.90; 18, $3.95; 20, $4; 22 and 24, $4.10; 26, $4.30; 28, $4.70; 30-gauge or 10¾-oz., $4.90; Queen's Head, 20, $4.10; 24, $4.30; 26, $4.70,; 28, $4.90.

TIN PLATES—I.C. charcoal, 20x28, full box, $9; ½ box, $4.75; IX, full box, $9; ½ box, $5.75; IXX., full box, $13; ½ box, $6.75.

TERNE PLATES—I.C. plates, $8.50.

CANADA PLATES — Half polish, 6 and 7 inch, $3.10; 8 inch, $3.35; full polish, 6 and 7 inch, $3.85; 8 inch, $4.10.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal., 700 A. cylinder, 75c; Sterling cylinder, 55c; Eldoral Castor, heavy, 27c; medium, 26c; Standard Gas engine oil, 36c; Supreme engine oil, 50c; Empire cylinder, 54c; Royal gas engine oil, 50c; Century castor, 28c.

PETROLEUM AND GASOLENE — Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Family Safety, 24c; Search Light, 22c; Sterling Light, 24c; engine gasolene, 22½c; White Lily, 23c; Royal, 22½c.

PAINTS AND OILS — White lead, pure, $6 to $6.50, according to brand; bladder putty, in bbls., $2.40; in kegs, $2.55; turpentine, bbl. lots, 67c per gal. linseed oil, raw, 69c; boiled oil, 3c per gal. advance on this price.

Edmonton Quotations.

BARB WIRE—$4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM and "Bell," $5.00 base.

HORSE NAILS—MRM., new cold process—No. 3, $4.50; 4, $4; 5, $3.75; 6, $3.50; 7, $3.25; 8, $3.05; 9, $2.95; 10, 11 and 12, $2.85 in 25-lb. boxes. Less than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.55 base.

SCREWS—Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $10.50; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.50 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—22c per lb.

WRINGERS—Royal Can., $38 dozen.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 58c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 80c; raw, 77c per gal. in barrel lots.

Your rival in business may have an especially good man in his employ who can be secured to your business by the offer of a higher salary. but will it pay you to pay him the price and bring him in over good men who have been loyal to you for years? Will not such a course put you in the position of hinting to all of your old employes that the loyalty of any salaried man belongs to the highest bidder for his immediate services, and induce him to figure with your rivals at the same time he is working for you?

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can Bank **Money** in a few weeks.
Work will take but a few hours a week.
You Need no Money because we provide the capital.
We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.
If you will try it, we will send supplies at once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these bonuses.
Some boys and youths are earning a large sum each week as extra money.

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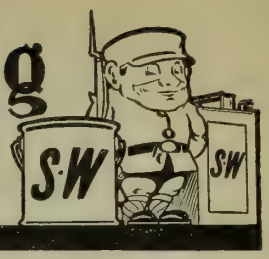
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We control the source of supply of practically all of the important raw materials we use. We have our own mines and smelters for the mining and preparation of white lead and zinc. We make our own dry colors and linseed oil. Our paints are ground in mills of our own design. We have aging capacity for 1,000,000 gallons of varnish at one time.

Quality should be of as much importance to the dealer who sells the goods as it is to the purchaser who uses them, for a business cannot continue to grow and endure for long unless its customers get satisfaction from the goods they buy.

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W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

MALTHOID ROOFING

With the building season on prepare to meet the demand for a good roofing.

Malthoid Roofing is cheaper than shingles, easier to lay, needs less attention after it is laid.

There's a guarantee behind every roll of Malthoid Roofing—the best advertisement you can get.

WRITE FOR PRICES AND SAMPLES

WINNIPEG PAINT AND GLASS CO., Limited

Calgary Paint and Glass Co., Limited

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A farmers' elevator is to be erected at Carlyle, Sask.

Elevators are to be built at Kamsack and Tessier, Sask.

The Acheson Graphite Co. will enlarge their plant at Niagara Falls.

O. H. Waug, Sons & Co., Buffalo, will erect a factory at Port Arthur.

The Alberta Pacific Co. will enlarge their elevator at Red Deer, Alta.

The Imperial Extract Co., Toronto, will erect a new factory to cost $18,000.

O. K. Wilson secured the contract to build a 30,000-bushel elevetor at Corinne, Sask.

Mr. Enge, of the Aberdeen Flour Mills, will erect a mill to cost $25,000 at Humbolt, Sask.

The J. Y. Griffin Co. will spend $20,000 in extending and enlarging their premises at Nelson.

Kelowna, B.C., has secured a new industry, in the shape of a factory for the manufacture of wooden pipe.

The Fort William Manufacturers Agency have made arrangements for the erection of a suitable building.

The visit of Sir Robert Perks to St. John has revived the talk of a dry dock there. British capitalists are interested.

The New Prague Milling Co. who are building a flour mill at Moose Jaw, are negotiating for a millsite at Saskatoon.

The Imperial Elevator Co. will put up an elevator at Carstairs, Alta. The Alberta Grain Co. will also erect an elevator.

B. Dawson, of Campbellford, Ont., is arranging preliminaries for the location of a large bridge building works at Port Arthur.

J. H. Sutherland, J. R. Sutherland and John S. Blanchard have formed the United Glass Mfg. Co., and will erect a big glass factory and warehouse adjoining the G.T.P. shops at Winnipeg.

Definite announcement has been made that the new Ogilvie elevator at Fort William will be commenced immediately. It will be of 500,000 bushels capacity and built close to the present elevator.

Cook and Vanstone intend to expend $35,000 on the erection of a flour mill and a thirty thousand bushel elevator at Regina, as well as making provision for ample extension of the enterprise should it justify the outlay.

Mayor May, of North Vancouver, stated that it was proposed to locate a foundry and boilerworks in that city provided the city granted them exemption from taxation and provided free water for a number of years.

The headquarters of the Crescent Lumber Co., which recently took over the Moose Jaw Lumber and Supply Co., will be located in Moose Jaw. The company have five yards at present, and expect to be operating in the neighborhood of twelve to fifteen yards before fall.

The smelter at Boundary Falls and the mines of the Dominion Copper Co., in Deadwood and Phoenix camps, Boundary district, B.C., recently sold at public auction in Vancouver to the New York bondholders, will resume operations as soon as the work of reorganization can be rushed to completion.

Municipal Undertakings.

Wingham's proposed waterworks system is estimated to cost $5,865.

Additional sewers and flush tanks will be installed at St. Catharines shortly.

Tenders will be received for sections of Chapleau's proposed water works system.

It is proposed to raise $20,000 additional for waterworks extension at Kamloops, B.C.

The Toronto City Engineer will shortly call for tenders for eight miles of water mains.

Orillia ratepayers have approved of a by-law to spend $55,000 for sewerage disposal works.

Claresholm, Alta., ratepayers have carried a by-law to issue debentures for $56,00 for a water system.

Rosthern, Sask., ratepayers will on July 5 vote on a by-law to spend $6,000 on a fire protection system.

The Vancouver Board of Works have adopted the scheme for the Mount Pleasant sewerage system. Estimated cost, $133,000.

By-laws amounting to $313,600 in all have been carried by Regina ratepayers, of which $148,000 is for waterworks, and $9,000 for sewerage.

By-laws for the construction of nine miles of 18-inch and 12-inch water mains will be voted on by the London ratepayers on July 20.

The Toronto City Engineer has recommended the construction of sewers in the recently annexed district of Braccondale, at an approximate cost of $102,590.

The work on the temporary pumping plant to be erected at Thames and Horton Streets, London, to pump the water from the artesian wells into the mains, is going ahead rapidly, and it is expected that it will be in proper running order by July 1.

By July next year, the Esquimalt Waterworks Co. expect to be in a position to deliver 15,000,000 gallons of water at Esquimalt from Goldstream. Already preliminary preparations have commenced on the work and within a short time active operations will commence.

Tenders will be received until June 29 for the following sections of Clinton's, Ont., proposed waterworks system: "A," labor pipe laying; "B," pump house; "C," water tower; "D," cast iron pipes; "E," hydrants, valves, etc.; "G," pumping machinery; "H," producer gas plant; "I," receiving basin.

General Building Notes.

A. Ruzzuto, Fernie, B.C., will erect a new hotel there.

C. J. McMurray will build a $5,500 house at Winnipeg.

G. Ritchie, Hamilton, Ont., will build a $2,500 brick house.

D. J. Ross, Winnipeg, will build five houses to cost $17,000.

Plans have been prepared to erect an apartment block at Winnipeg.

W. H. Gardner will erect a store and office building to cost $45,000.

Campbell & Lucas, Melville, Sask., will have a business block erected.

D. Abramovitch, architect, Winnipeg is erecting seventeen houses.

G. E. Hutchinson, of Regina, is preparing plans for the Lumsden hotel.

R. H. Lear, plumber, will have an apartment block erected at Winnipeg.

The Bank of Montreal have plans ready for a $250,000 hotel at Port Arthur.

The Kinmore Apartment Co. will erect a $200,000 apartment building at Winnipeg.

The Union Bank are getting plans ready for a new bank building at Wilkie, Sask.

T. R. Fenton has plans for the new Imperial Bank building at Prince Albert.

Architect J. E. Wize, Edmonton, has plans for a three storey store and office block.

W. Hargraves, jr., and R. H. Corbett will erect residences this season at Kamloops.

A couple of Morden, Man., citizens will build a $30,000 business block at Prince Albert.

Chas. Hall, Brandon, has the contract for a new block. Estimated cost $12,000.

Wm. Ferguson, Brandon, will have a brick block put up at once. Cost over $10,000.

The Knechtel Furniture Co., of Hanover, Ont., are excavating for a $25,000 warehouse.

J. N. Pomerlean, of the Richelieu hotel, Edmonton, will build a new hotel in Melville.

Shaw & McNeil, architects, want tenders for several cottages to go up in Fort Rouge.

Edward Brown, of Portage la Prairie, will erect a $30,000 residence at Armstrong's Point.

Boyle & Crozier, Brandon, will have a three storey solid brick hotel erected at Carnduff, Sask.

Copping Bros., Winnipeg, Man., have the contract to build two residences there costing $8,500.

The Reformed Baptist Alliance proposes to erect a new hotel at Beulah, near St. John, N. B.

Mrs. Mary E. Looby, Edmonton, is to have a two-storey office and store block erected at a cost of $16,000.

Logan & Black, Yorkton, Sask., have been awarded the contract to erect four houses costing over $10,000.

Architect Matthews, Winnipeg, recently took tenders for erection of apartment block for W. G. Willoughby.

Geo. H. Archibald & Co., Winnipeg, have the contract to erect a six-storey building for W. R. Hull, at Calgary.

Darling & Pearson, are preparing plans for a Canadian Bank of Commerce branch building to go up in Fort Rouge, Winnipeg.

The Imperial Realty Co., Ottawa, took out a permit for its new apartment building there. The cost is to be $225,000.

R. Vancamp, Edmonton, has taken out a permit to build a $3,500 house.

E. J. Taylor will build a $5,500 brick residence.

Architect Atchison has plans nearly completed for an office building at Winnipeg to cost $50,000. Work will be begun at once.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Hammer the Hammer

or do anything else you wouldn't dare to do to a near safe revolver and it won't shoot. You must pull the trigger to fire it.

It's just as sure of profit to you as it is safe to its owner.



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SAFETY AUTOMATIC REVOLVERS

Our advertising corresponds in character and extent to the excellence of our goods. Iver Johnson goods are on no premium lists and are sold only through the trade where possible.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch; Phil B. Bekeart Co., San Francisco, Cal.

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THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
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Good Iron

Builds Up Any Hardware Business.

Are You Selling Our Iron?



It is Uniform and Flawless throughout.

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

Persons addressing advertisers will kindly mention having seen the advertisement in this paper.

Western Travelers Seek Lower Railway Rates

Several Reforms to be Requested by the British Columbia Knights of the Grip—Baggage Rates, Hotel Accomodation, Including Fire Escapes, Discussed and Resolutions Passed.

Vancouver, B. C., June 11.—This was commercial travelers' week, the first time that the wholesale houses have given their men seven days off at the same time. It was inaugurated on Monday with a luncheon tendered by the wholesale men and returned with a smoker by the travelers, at which many matters of mutual interest were discussed. On Thursday, nearly all the travelers and many others took the steamer Makura to Seattle to attend the Fair, returning on Sunday.

H. A. Stone, of Gault Bros., Limited, President of the Board of Trade, occupied the chair at the luncheon, when about 150 were present. Speaking as an employer, he stated that the Commercial Travelers' Association had done much good for the wholesale men. The cause of the traveling men in nearly every case became the cause of the wholesalers, and when unity was effected, strength came also.

R. E. Jamieson, of the Canadian Rubber Company, introduced the first resolution, calling for the appointment of a committee to secure lower transportation charges for British Columbia travelers. He pointed out that Toronto travelers coming westward could go through to Victoria at two cents per mile, ordinary tariff, while the British Columbia man had to pay three cents. On a trip of 6,000 miles, the Ontario traveler had a $60 advantage over the Coast drummer, the Manitoba man $45, and the Alberta and Saskatchewan traveler, $30. Taking into consideration the fact that there were 1,000 travelers doing business in British Columbia towns, this meant a large financial difference. Moreover, in six months of the year, the Eastern man had a special advantage in the tourist rates and could travel at 1¼ to 1½ cents per mile. Besides, he had full stop-over privileges, an added advantage over the Coast traveler, who is without this benefit. A. R. Macfarlane seconded the resolution.

The question of excess baggage rates was brought up by E. B. McMaster, of McMaster & Sons, wholesale clothiers. This also threw the eastern and western men into comparison, much to the advantage of the former. Mr. McMaster stated that the excess rate on baggage was 12½ per cent. on a first-class fare, that is to say the Eastern man pays 12½ per cent. on a two cent rate, while their western confreres are assessed the same percentage on a four cent rate. His resolution was to the effect that the wholesale men be asked to lay the question before the Railway Commission, in conjunction with the Vancouver Board of Trade. F. J. Lumsden, was seconder.

Hotel Accommodation.

E. F. Gerster proposed that the Association name a committee to draw up a progressive policy regarding hotel rates and accommodation. The objection in this case was that in some of the outlying towns third-class accommodation was given, but the rates were for first-class or even higher. This committee could receive the complaints from the men affected and then deal with the hotels. He hoped the wholesalers, who were also affected, would assist.

In seconding the resolution, E. J. Stollard dealt with the fire escape question, showing that, while the licence act expressely called for their instalment, in very few cases was it obeyed. Fire escapes were made compulsory in Saskatchewan and Alberta, and he would like to see the same done in British Columbia.

Livery and transfer charges were handled by A. R. Macfarlane, who moved a resolution calling for action by a committee with a view to remedying the evil. J. R. McIntosh was seconder. Mr. Macfarlane gave instances of excessive charges in Greenwood, where a charge of $7.50 was made for a drive of four miles to Phoenix, and $5 for a trip down the hill. In Cariboo, $10 a day was charged for a single rig, and in Ashcroft $1 was charged for taking a trunk across the street and back.

These resolutions went over to the evening session, when they were unanimously adopted after short discussions, and will be handled by the following joint committee: W. J. McMillan, wholesale grocer; R. P. McLennan, wholesale hardware; Henry A. Stone, wholesale dry goods; travelers, William Burke, H. M. Burritt, E. B. McMaster and R. E. Jamieson.

The smoker proved enjoyable, among the items on the programme being: comic songs, T. Jones; recitation, H. McKelvie; song, J. Collins; costume song, E. Dwyer; blindfold boxing, A. R. Kelly and R. Douglas; song, H. M. Burritt; Chinese monologue, H. McKelvie. A bread race, participated in by several of the travelers, was a feature of the evening. At the conclusion of the smoker, supper was served to the hundred odd present.

A LOSING GAME.

Investigating Wall Street, Gov. Hughes' committee found plenty of difference of opinion about remedies, and even about facts, but some of the testimoney to which they listened has a decided general interest for the country. A Stock Exchange member of 40 years' standing stated that every one who enters Wall Street, except as a broker, loses. In a partnership contract to preclude a junior's speculating, this man made a bona fide offer of $5,000 for the name and address of every verified wining customer of any Wall Street house—provided only that the customer had so traded for two years as to make his account an "active" one. Another, for 12 years a member of a prominent brokerage house, stated that in all this time, after very broad operations, not a single customer ever took out a dollar of net winnings. An ex-broker stated that a 10-year search covering scores of trading friends and acquaintances, as well as the records of five brokerage houses and one bucket shop, failed to find a single net winner. Most brokers estimate that betweent 90 and 98 per cent. of customers lose. As practically every marginal trader loses, every bucket-shop and Wall Street house has a complete new list of customers in from three to five years.—Collier's Weekly.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

The 1909 Iron Age Directory—The Iron Age, New York, have just issued the thirteenth annual edition of their directory, which contains a classified index of goods manufactured by advertisers in the Iron Age. The directory contains 377 pages of names of manufacturers of metal goods from "Abrasives" to "Zinc Tubing."

TINWARE AND HOUSE FURNISHINGS—E. T. Wright & Co., Hamilton, makers of hardware specialties and tinsmiths' supplies, have issued in their "Catalogue No. 18," a volume of 400 pages replete with illustrations and descriptive matter of the various lines made by them. The catalogue deals with lanterns of all kinds and sizes; bird cages, household utensils, mouse traps, pressed, pieced and Japanned tinware, tools, stove pipe and stove specialties, lunch boxes, and many other articles of this class of goods. In fact deals with almost every article required in the tinware and housefurnishing business.

The various articles are grouped in departments and they may be readily got at by a number of thumb stubs on the edge of the book, which are a decided novelty in a catalogue. As well a complete index enumerates concisely the articles manufactured and a memo page at the end of the book might prove useful to interested parties. The company is sending out this complete catalogue to the trade and also issuing a supplementary catalogue devoted exclusively to lanterns, bird cages and household specialties.

AGENTS FOR LYNN FILTERS.

John Burns & Co., Craig St., Montreal, have been appointed Canadian agents for the Lynn Filter Mfg. Co., Cincinnati, who construct a wide range of filters suitable for all needs from the 200 gallons per hour one, to the handy faucet filter. These filters contain a special filtering medium—the exclusive product of the company's own pottery. The medium is, of course the vital point of a filter, it must be neither too hard nor too soft—it must be one that will allow the water to pass through rapidly and deliver it in a clear sparkling state. The various Lynn filters are easily cleaned and installed, and are of moderate cost.

Promote the good man and discharge the poor one. The manager of a business who lives up to this plan of action will soon gather around him a bunch of people who will be loyal and can be depended upon no matter how great the pinch may be.

The Retail Paint Trade

THE PROPERTY OWNER.

There is no doubt as to the good results to be obtained from a determined follow-up of the property owner. We have often times before shown how the most obstinate property owner can be made to see the advantages of paint if he is gone after successfully. No man is blind to his own interest, and if you can show to him that his property, by the use of paint, is not only preserved against deterioration but is enhanced in value as a selling proposition, he is not going to turn you down because of a few dollars expense. But he must first of all be convinced. It is of no use telling him about the advantages of paint, if he does not believe in the statements. But if convincing arguments are used then there will be no hesitation.

If possible the dealer should have examples to back up his arguments. Collect the statements that appear in print as to the value of paint and get them inserted in the circulars. Seize hold of any customer who is willing to give an instance where the using of paint had saved him money, and give the case wide circulation. Then, again, when paint has been sold to a property owner, and it is going up on the house, call the attention of the whole community to it. Advise them to watch the difference betwen the house before and after painting. Ask them if the house is not worth many dollars more, besides being a credit to the owner and to the district. Tell the community to watch how the paint wears, and it is on this point that the dealer who has confidence in his goods can score such a strong point. If the store is carrying a reputable line then the dealer can regard the result with equanimity, but if he has no confidence in his goods and has put his paint to the test, his outlook will be very gloomy. A test of paint in this way could not have greater force with a property owner.

Another good idea is to select a house which is in need of painting and to send the owner a selection of shades. This often has a good effect, but all these things are not of much avail unless they are persistently followed up. Half hearted efforts are of no use. They are simply a waste of time. You have to convince a man as to the necessity for paint, and when you have once done this, he will always be a convert.

The smaller the town the more frequently paint window displays should be changed. In a small town the crowd does not change much. The same people pass and repass the store day after day. If a window display is left in too long it will cease to attract their attention. Frequent changes will serve to attract their attention every time they pass. They will always be looking for something new.



Tiger  Brand

WHITE LEAD

To specify "TIGER" when ordering White Lead is to be assured of getting an article that has given satisfaction to Painters for over 30 years, and has never been found wanting in those qualities that go to the making of a perfect White Lead.

It is made from absolutely pure White Lead and pure Linseed Oil, and, subjected to our process of grinding and seasoning, the result is an article giving universal satisfaction.

White Lead Association's guarantee label on every package.

The Montreal Rolling Mills Co.

Paint and Oil Markets

MONTREAL.

June 25.—A good feeling is noted in almost all lines of decorating material and shipments are reported to be very heavy, especially for staples such as linseed oil, white lead, turpentine, and cheaper grades of varnish. Ready mixed paints are also swinging out well, and although there is no great rush there is little time to spare in the shipping departments. No price changes are announced, and the markets for the time being seem firm.

TNRPENTINE. — Turpentine is now steady. There is a strong consuming demand. The absence of price fluctuations has tended to make buyers purchase with more confidence. We continue to quote 57c for single barrels net 30 days.

LINSEED OIL.—Linseed oil is experiencing a healthy demand. Some heavy orders have come in, and the market at present seems in a very strong position. No prices changes are announced, and we quote: Raw, 1 to 4 barrels, 63c.; 5 to 9 barrels, 62c.; boiled, 1 to 4 barrels, 66c.; 5 to 9 barrels, 65c.; strictly net 30 days.

GROUND WHITE LEAD.—A capital inquiry is apparent from all parts of the Dominion and supplies are not allowed to accumulate. The slightly advanced prices seem to have the effect of inducing many people to stock up more freely than for some time past. We quote: Strictly pure, $5.60 to $6.10, acording to brand, and No. 1, $5.10 to $5.60, f.o.b., Montreal.

RED LEAD.—An absence of large orders are noticeable, and the requisitions seem to point to a hand-to-mouth policy on the part of buyers. No price changes are reported, and we quote: Genuine red lead in casks, $4.50; in 100-lb. kegs $5; less quantities at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

WHITE ZINC.—White enamels, which are used for what is called colonial effects, continue to be in good demand. In fact the trade generally has much improved. We continue to quote: Dry V. M. Red Seal, 7½.; Red Seal, 7c.; French V.M., 6c.; Lehigh, 5c.; white zinc, ground in oil, pure 8½c.; No. 1, 7c.; No. 2, 5¾c.

PARIS GREEN.—There has been an improvement in the demand, and the present weather should improve matters. We continue to quote: 1-lb. cartons, 18c.; 1-lb. tins 19c; 50-lb drums, 17c.

PUTTY.—Putty is in good demand. A strong call now exists for putty in 100-lb drums, and 25-lb. drums. These are handy forms for carrying putty preventing, as they do loss by the absorption of the linseed oil. The market is firm, and we quote: Standard putty, 880 lbs., in casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb drums, $2; 25-lb. tins, $2.05; 12½-lb tins,, $2.25 f.o.b. Montreal.

TORONTO.

June 25.—The paint business is still active, but there are signs and indications apparent that the rush season is past. Not so much ready mixed paints have been moving this week, and the very hot weather is not provocative of painting by the householder. White lead is going out in considerable volume, however, and all paint lines are firm. Turpentine has gone up 3c for single barrels.

The fall promises to see a revival in business. No doubt much of the painting postponed because of unseasonable weather this spring will be pushed in the autumn. This, together with the new building work should put the paint trade at the top notch.

TURPENTINE—Savannah has advanced "turps" 3 cents. This has led to a corresponding higher price here. The quotation is placed at 62 cents. The market, however, is irregular, for two houses are quoting low prices, one at 60c and the other at 58c for single barrels. This makes the situation unsettled. Very little turpentine is moving just now.

LINSEED OIL—Unchanged in price, though still firm, is linseed oil this week. Some fair orders have been placed, but trading on the whole is none too active, buyers taking only such oil as they need, hoping for better prices for next season. The prices are 63c and 66c for raw and boiled, single barrels.

WHITE LEAD—The most active line of the week has been white lead. Prices are unchanged, but are firm at the recent advance. Quotations range all the way from $5.50 to $6.35 for the various grades. In red lead the market is unchanged in condition and price. Casks are $4.50.

GLASS AND PUTTY—Some improvement is noticeable in the movement of window glass, though the volume of business is not great. Prices hold good for both glass and putty. The latter is not so active as during the past couple of weeks.

STAINS AND VARNISHES—The market is quiet this week and unchanged prices prevail. Ready mixed paints, too, have dropped off in sales quite a little.

PETROLEUM—All lines are at the prices prevailing for the past six weeks. Benzine and gasoline are yet the favorite lines. There is a tendency to easier prices in gasoline and it may be that by next week a slight decline will be noted. Business is good.

HINTS TO BE REMEMBERED.

The following valuable hints which should be remembered by dealers in giving advice to customers, are being printed by the Bureau of Promotion and Development of the Paint Manufactur-

The Painter Knows

That's Why He Asks For

"ENGLISH"

LIQUID PAINT

He knows that the shades are clean, clear and perfect.

He knows that the guarantee formula appears on the can.

He knows that the white base is

70% Pure White Lead
30% Pure White Zinc

thinned with pure linseed oil, turpentine and dryer.

It suits him. This is only one of the reasons why progressive dealers are taking up the agency.

Just send us a postal card for prices and selling plans.

BRANDRAM-HENDERSON, LIMITED

Montreal **Halifax**
St. John **Winnipeg**

Moore's House Colors



A Pure Linseed Oil Paint

DURABILITY IS THE TEST OF QUALITY

You will find both in our paints in which the colors are true and all the pigments given a thorough grinding. You have nothing to explain to a customer, no excuses to offer, for the paint will do its work and do it well. By featuring Moore's House Colors you can create a reputation for paint reliability that means more trade.

Their excellence and value deserve all the prominence you can give them.

ASK ABOUT OUR COLOR CARDS AND PRICES

BENJAMIN MOORE & CO. LIMITED

Manufacturers of

Paints, Colors, Varnishes and Muresco

WEST TORONTO, CANADA

NEW YORK CHICAGO CLEVELAND

U. S. A.

A. M. BELL & CO., Halifax, N.S., Agents for Nova Scotia, P.E.I. and Newfoundland
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Women are the chief buyers of

LACQUERET

You know what it means to get the good-will of women!

Just think of the money they spend for the household!

By selling them an article so satisfactory as Lacqueret you help convince them that you are the hardwareman.

Lacqueret is really the finest thing imaginable for giving new life and renewed good looks to old, worn woodwork.

Try it yourself—you'll be convinced And we will help you to draw the women into your store by letting you in on our unique, dealer-helping selling plan.

Write us to-day for the full particulars

INTERNATIONAL VARNISH COMPANY, Limited

TORONTO

MAKERS OF FINE VARNISHES

Branch of the **STANDARD VARNISH WORKS**

New York, Chicago, London, Berlin, Brussels.

ers' Association of the United States: Moisture is the foe of paint. It is safer to have water in the paint than under the paint. Durable work cannot be done on a moist surface with a pure oil paint. On such a surface an emulsion paint capable of absorbing moisture stands a better chance; though its protective value is small.

Most woods absorb moisture very readily. They will absorb the moisture from a foggy or humid atmosphere juite as readily as from rain. Incidentally, they will also absorb moisture from green plaster, so that undried plaster on the interior of a house is likely to cause as much trouble to the paint on the outside as a foggy day.

The remedy is to paint only on well dried wood, preferably after a "spell" of dry weather—the fall season, after a dry summer, is a time very favorable to successful painting.

Cold weather is also bad painting weather. It chills and thickens the oil so that there is a temptation for the painter to add too much thinner in order to get easy working. Moreover, cold retards drying, and this further tempts the painter to ruin the paint with too much dryer. Extremely hot weather, especially when the wood is not absolutely dry, is likely to cause blisters, which, while they may disappear as the paint dries, nevertheless detach the paint from the wood and cause peeling at a later date.

No paint is "ready for use" for all purposes. Conditions of surface vary, and each condition requires some variation in the consistency of the paint. Each coat should also vary somewhat in consistency and composition. All manufacturers carefully indicate these differences in their "instructions for use." The intelligent painter understands the requirements and makes additions accordingly. BUT—let us spell the word with capitals—BUT any paint, whether white lead and oil, prepared paint, or enamel, can be and very often is absolutely ruined by improper or excessive admixtures.

Leaving out of consideration the damage that a dishonest painter can do by adding cheapening adulterations, the ignorant painter's bad judgment can cause equal injury.

It is the easiest thing in the world to burn up a coat of paint with an excess of dryers, even if they contain no benzine and no rosin. Too much dryer does to the paint in a short time what the air does to it in a long time—it wears out its life by oxidation. Some painters think that the more dryer there is in a paint the quicker it will dry. This is not true. After a certain limit has been reached the addition of more dryer will retard drying. There is a chemical reason for this which it is not necessary to set forth—the important point to remember is that it is a fact.

So we see that here, as elsewhere, we may easily have too much of a good thing.

Ordinarily there is enough dryer in a prepared paint to make it dry properly and the addition of more is at the user's risk.

In getting paint to dry it is a wise rule to hasten slowly. The oxygen of the air is the best possible dryer. Other dryers are to paint what stimulants are to a man—they produce prompt results, but they take it out of the constitution later. Better wait a week between coats than have to repaint a year sooner.

RIBBON LEAD.

In several of the quick process methods for making white lead, the metallic lead is first reduced to the form of ribbons, in which condition it is obviously much more amenable to the action of the reacting vapors by reason of the much larger surface exposed to the action of these. In one of the chamber processes the lead is first cast into cylindrical masses 12 to 15 inches in diameter and 3 or 4 feet long. These cylinders are then mounted in a sort of turning lathe, and by means of a suitably pointed graving tool a continuous ribbon of the lead is removed. the cylinedr traveling along the bed of the lathe in the usual well-known manner.

It is interesting to note, that recently a series of patents have been taken out for producing ribbons not only of lead but of other metals in a very much simpler and what appears to be an exceedingly economical manner. The process is remarkably simple. The metal is first melted. and is then caused to flow through one or more nozzles in a thin stream and to impinge on the peripherv of a rapidly rotating drum which is water cooled. The metal instantaneously solidifies, and is thrown off the surface of the drum in the form of long continuous ribbons. It is claimed that the width of the ribbons is dependent upon the diameter of the nozzle, and that the thickness varies inversely as the speed of rotation of the drum. The patentees are of opinion that provided ribbon lead can be utilized in white lead manufacture this process provides the means of producing it at a cost which has never been approached before.

PAINT NOTES.

Ed. Dallyn, St. Thomas, has the contract for painting the registry office there. It is worth $150.

A fire which raged in an Ottawa business block last week damaged the premises and stock of W. S. Howe, painter.

If you wanted sand in your sugar you could put it in yourself. You don't care to pay the grocer sugar price for sand. It's cheaper to pay a little more for pure sugar and get your sand elsewhere. Neither should you pay for clay or grease when you buy rope, and the fact that these "weighting" substances actually injure the fiber gives this all the more force. Better pay more for pure fiber rope, whether you use little or much and get your clay and grease some other way.

A. F. E.



Amberite Floor Enamel — If the floor is rough, give it a coat of the Priming Paint made by the Canada Paint Company and one coat of ***Amberite Floor Enamel.***

Amberite Floor Enamel — If the floor has been stained and looks "streaky," sandpaper, and apply a coat of ***Amberite Floor Enamel.***

Amberite Floor Enamel — If the floor has been painted and a nice glossy finish is desired, give it a coat of ***Amberite Floor Enamel.***

Amberite Floor Enamel — If the floor has been carpeted, discard the carpet and give the floor a coat of the Canada Paint Company's Priming Paint and a coat of ***Amberite Floor Enamel.***

Amberite Floor Enamel — If the floor has never been painted or stained, use the Canada Paint Company's Crack and Seam Filler and give one coat of the Canada Paint Company's Priming Paint and finish with ***Amberite Floor Enamel.***

Amberite Floor Enamel — If you indulge in dancing, athletics or calisthenics, paint the floor with ***Amberite Floor Enamel.***

THE C. P. CO.

Ramsay's Varnishes

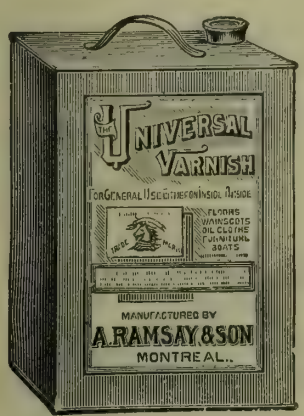
One of the greatest lines for profit in the business is the Varnish Line.

Study this line carefully. You ought to have the profit.

Varnishes in tin provide the best profit, because it is quick and no waste.

The Ramsay lines of Varnishes are leading everywhere, because they have the greatest value for the smallest price. They are favorites.

Here is one of them.



Ramsay's Universal Varnish is the big leader to-day. It has been out, tried and proved for years.

It is in general use for Counters, Doors, Carriages, Sleighs, Floors, Desks, Boats, Wainscots, Oilcloths, Etc.

Have Ramsay's Universal and you have a varnish for all.

Drop us a card and we will tell you more about it.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842 Varnish Makers

Clean, Clear and Perfect

That is the kind of paint a customer expects, and if you hope to retain the confidence and patronage of the painting trade, that is the sort of color you must sell.

New Era Paint

is the kind that measures up to such requirements. There is no doubt about it being durable, lustrous and honestly made from pigments that are well ground. New Era is a paint that in quality is uniform throughout. Here is its composition: Pure White Lead; Oxide of Zinc; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers.

Send for our Booklet

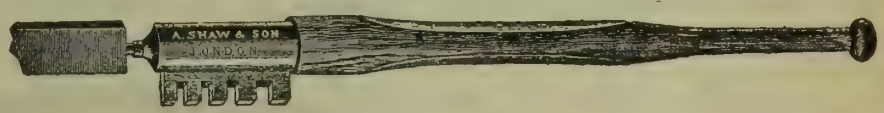
Standard Paint and Varnish Works Co., Limited
Windsor, Ontario

THE DOUGALL VARNISH CO., LTD.

Successors to
McCASKILL, DOUGALL & CO.

Manufacturers RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL



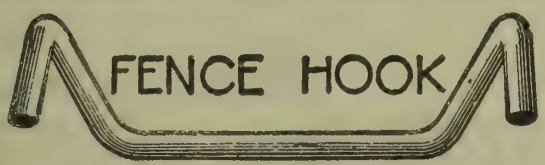
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Having a Century's Reputation for Reliability.

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A. SHAW & SON, London, Eng.
CANADIAN AGENTS
Godfrey S. Pelton & Son, 203 St. Nicholas Building, Montreal

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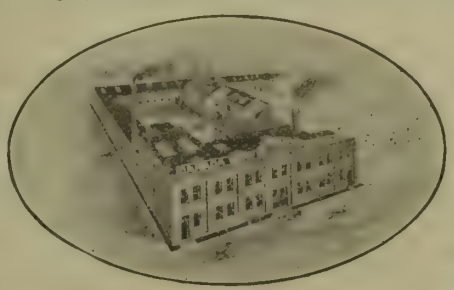
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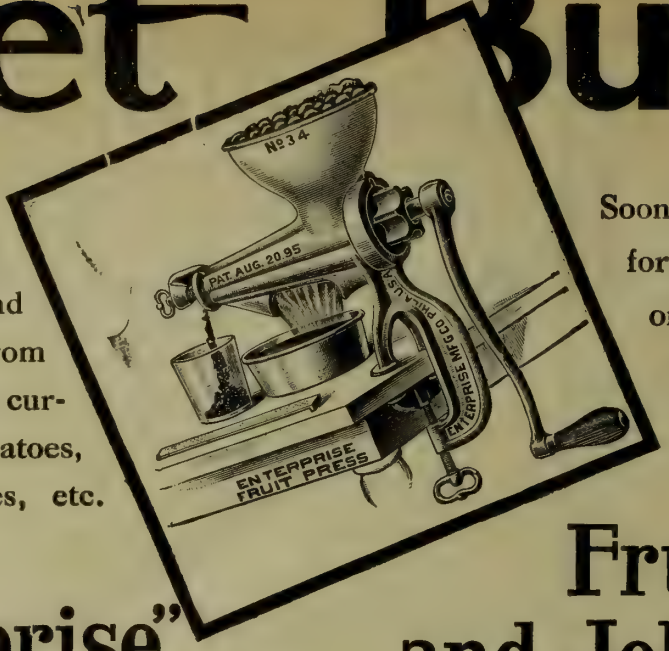
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Get our Prices on
SAND SCREENING,
GRAVEL SCREENS,
CONCRETE REINFORCEMENT,
CELLAR WINDOW GUARDS,
lined with fly cloth,
HORSE and DOG MUZZLES.
Trellises for Climbing Vines and Garden Bordering

CANADA WIRE GOODS MFG. CO.
HAMILTON, - ONTARIO
We make Jail Cells and Gratings of every description.

Get Busy



Women are planning the making of Wine, Jellies and Fruit Butters from berries of all kinds, currants, grapes, tomatoes, quinces, pineapples, etc. They need the

"Enterprise"

Soon they will be clamoring for the right machine, the only machine that will really do all of these things, the

Fruit, Wine and Jelly Press

Beyond all competition worthy of the name. Guaranteed superior to all other Presses. Directions accompany each machine. Order to-day from your jobber.

Other seasonable things in our catalogue for every month in the year are the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons; etc.

Get our advertising aids for dealers

The Enterprise Mfg. Co. of Pa. **Philadelphia, U. S. A.**

21 Murray Street, New York City — 438 Market Street, San Francisco



Both Right

As you know, you can't afford to take a chance with your customers by carrying in stock poor fillers or finishes. Some dealers are particular about their stock of finishes, but neglect the fillers—hence some paint makers slight the fillers in the making.

Martin-Senour FILLERS and FINISHES

are both right. The same care is taken in making our fillers as in making our finishes. A poor filler makes a poor job that a good finish don't always save. Only the very finest ingredients known for producing satisfactory results are used in our factories. Our fillers are famed for their showing up any wood at its very best—and our finishes are unsurpassed for beauty and wear—yes, our fillers and finishes are ***both*** right. An order will prove it.

THE MARTIN-SENOUR CO., Ltd.

Pioneers Pure Paints

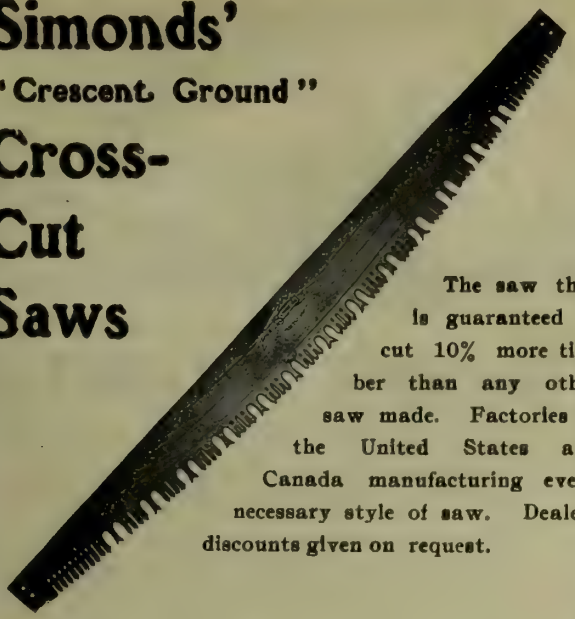
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The Winnipeg Paint & Glass Co., Ltd., Winnipeg

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Simonds'

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Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

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REAL GERMANTOWN LAMP BLACK

Contains this Trade Mark



Made only by the Largest Makers of Fine Lamp Blacks in the World.

Wilckes Martin Wilckes Co.

For sale by jobbers in paints.

E. FIELDING, AGENT FOR ONTARIO

Wholesale quantities only.



You Should Handle This Specialty

The "Rollston Easy" Pulley

Often described as

"Just the thing for hanging out the c'othes."

LARGE WHEEL
SUSPENDING LINK
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ADJUSTABLE GUARDS

Get our Prices on this Household Necessity

THE C. S. ROLLSTON HARDWARE SPECIALTY CO, VANCOUVER, B.C.



Stop the Leaks



The Standard Union now in use can be re-washered and made as good as high priced ball-faced Unions by using The James Robertson Co. Ltd. Metallic Gaskets.

THE JAMES ROBERTSON CO., LIMITED

144 William Street, Montreal



OIL TANK PERFECTION

Complete as a circle

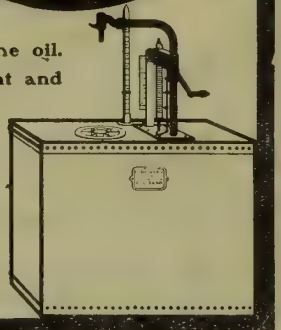
THE BOWSER
SELF MEASURING
OIL TANK

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

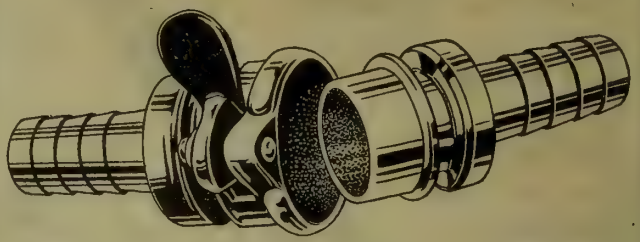
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S. F. BOWSER & CO., Ltd.
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SAVE TIME—SAVE LABOR

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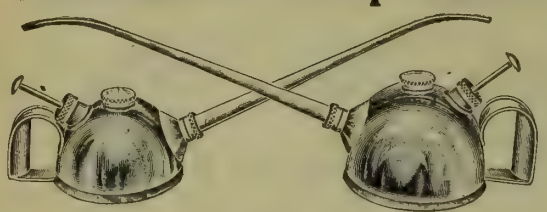
TIME SAVER HOSE COUPLER

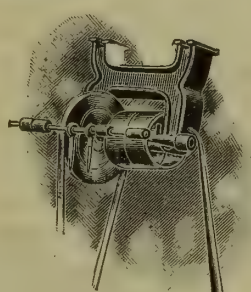
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Howland's Pump Oilers





For sale by all Jobbers in Canada



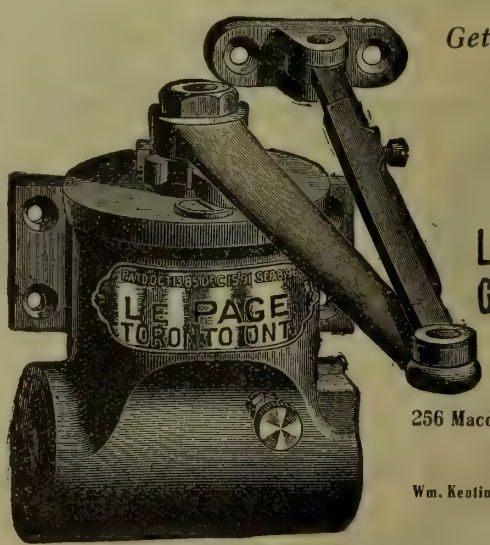
A slight pressure of the plunger pumps the oil to the bearings.

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Easily Sold and Easily Attached
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LePage's Oil Door Check

Any hardware man can handle this line with good profit. It is a ready seller and so simple, durable, strong and useful that every building has use for one or more.



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CUSTOMERS THOROUGHLY SATISFIED

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Island City Shingle Stains

Look Well and Wear Well

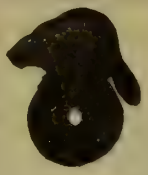
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MONTREAL



New Beaver Oil Stone

This stone has been tested by experts in Canada and United States and pronounced by them to be the equal of anything on the market. This is the first time a stone of this kind has been made in Canada and as the price is right, it will pay the trade throughout the Dominion to investigate.

CANADIAN HART WHEELS Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

Gray's Perfect

Blue Print Patterns

For Sheet Metal Work

The growing demand for these patterns proves their accuracy and time-saving features. They are made full size, on heavy blue print paper. The largest patterns can be transferred on metal in *two* minutes.

ELBOW PATTERNS

Made in two sets.

SET A—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 1 to 20 inches, in two, three, four and five pieces. Price, $1.50

SET B—Comprising 80 patterns, developed on a sheet of 24x68 inches, sizes ranging from 20 to 40 inches. Price, $1.50

SETS A and B together, 160 patterns, with chart showing all the angles and degrees of same. Price - - $3.00

Information regarding Skylight Patterns, Metal Window Patterns and Miscellaneous Patterns will be given on application to

TECHNICAL BOOKS
10 Front St. East Toronto



HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE



Lawn Fences

ORNAMENTAL IRON AND WIRE

We have a new catalogue of new and handsome designs and a new departure in prices that secures orders. Now is the time for business. Write for particulars and terms to dealers.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

THE CONDENSED ADS of The Hardware and Metal are what you should use if you wish to secure a clerk, a traveler or a situation.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.



For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales

SEYMOUR SHEARS

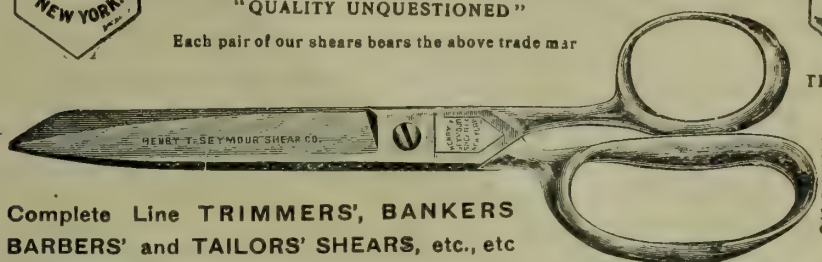
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mar

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Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

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Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.



R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

CÆMENTIUM

Reg'd

Is An Insoluble Adhesive Cement

which is easy and clean to use, and with which you can mend anything. It doesn't matter what it is—broken wood, china, metal, stone and glass, all are quickly and readily mended with the help of CAEMENTIUM. It is not affected by heat or water.

Sticks Everything, but it is not sticky

DILLONS LTD., 455 St. Paul Street
MONTREAL

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ..... per lb.	0 08½
Hallett's	0 08½

BOILER PLATES AND TUBES.

	Montreal.	Toronto.
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 50c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal - Extra, 21c. per lb.; No. 1, 19c.; 2, 16c.; 3 7c.; Langwell's an ifriction metal (special), 15c.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 22
Tubing, iron pipe size, 1 inch base	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	14 25	14 25
Cut lengths, round, bars, ½ to 2 in.		21 00
Plain sheets, 14 oz.		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base		26 00
Braziers' (in sheets), 4x8 base		20 00

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 30	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

CORRUGATED GALVANIZED SHEETS

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	2 95	3 75	3 75	3 95
26	4 20	4 00	4 15	4 20
28	4 45	4 25	4 35	4 45

Less than case lots 25c. extra.

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10½ oz. " 28 "	4 50

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		19 25
Middlesboro, No. 3 pig iron	16 75	19 50
Summerlee, No. 2 "	18 75	20 00
Carron No. 1	20 50	....
Carron, special	19 50	....
Carron, soft	19 00	....
Cleveland, No. 1	17 50	20 50
Clarence, No. 3	16 75	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (3oo)		25 00
Angles base	2 60	2 60
Common bar, per 100 lb.	1 85	1 95
Forged iron	2 00	2 10
Refined "	2 10	2 20
Horseshoe iron "	2 10	2 20
Band iron, No. 10 gauge base	1 85	1 95
Mild steel	1 85	2 05
Sleigh shoe steel	1 85	2 00
Iron finish machinery steel (domestic)	1 90	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 90	2 00
Sheet cast steel	0 15	0 15
Toe calk steel	2 35	2 50
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	...
Cammell Laird		0 16
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$33 00 32 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
I X X 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base		4 25
I X, 14 x 20 "		5 00
I X X, 14 x 20 "		5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. } " 14x60, " }	6 75
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 60	3 65
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ¼c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 75 5 75

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 09½
" yellow brass	0 08	0 08½
Light brass	0 08½	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	14 50	14 00
Stove plate	11 50	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 07½	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 65 per cent.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Kerr extra standard globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkin disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N. P. Union elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 1 75
No. 4 " " " " 1 65
No 7 Fuller " " " 2 00
No. 4½, " " 2 00
Patent Compression Cushion, basin cock, hot and cold, each $1.25
Patent Compression Cushion, bath cock, No. 2208, each 2 25
Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net.

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC

Bathtubs, 5 feet, 2½ inch rim, $15.50.
Roll rim sinks, 18 x 30 $7 85
Flat rim sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3 50.
Low down closet combinations, $14.50.
Laundry tubs, double, complete, $25

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—60 per cent.
Hot Water Radiators—30 per cent.
Steam Radiators—60 and 2½ per cent.
Wall Radiators—50, 10 and 10 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	2 86
⅜ "	2 25	3 08
½ "	2 63	3 48
¾ "	3 16	4 31
1 "	4 54	6 19
1¼ "	6 19	8 44
1½ "	7 43	10 13
2 "	9 90	13 50
2½ "	15 81	21 56
3 "	20 76	28 31
3½ "	26 13	35 63
4 "	29 70	40 50

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 70 standard bushings, 70; headers, 70; flanged unions, 65; malleable bushings, 67½; nipples, 75 and 10; malleable, lipped unions, 67½.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb.	4 50	4 50

STOCKS AND DIES.

American discount 25 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

Barrels	0 16½
25-lb. drums	0 17½

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09



PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins	0 70 0 90
" 5 gal. tins	0 65 0 85
Sherwin-Williams paints, qt tins	1 60
Canada Paint Co.'s pure, qt tins	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 55
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Standard.
Bulk in casks	1 65
" 100-lb. drums	1 90
Bladders in bbls	1 90

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 57 0 59
Linseed Oil, raw	0 63 0 63
" boiled	0 66 0 66

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Genuine governm't standard	6 10	6 35
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 50	5 75
Munro's Select Flake White	6 10	6 35
Elephant Genuine	6 10	6 35
Tiger Pure	5 75	5 85
Monarch (Windsor)		7 00
Essex Genuine		6 00
Brandram's B. B. Genuine	6 75	7 00
"Anchor," pure	5 65	5 90
Ramsay's Pure Lead	5 65	6 00
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 50	5 75
Island City pure lead	5 50	5 75
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 60	6 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00
No. 1, casks, per 100 lbs	4 00 4 00
No. 1, kegs, per 100 lbs	4 50 4 50

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	1 75
Pure Orange, "	1 70
No. 1 Orange, "	1 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1		2 25
Pure asphaltum		1 40
Oiloloth		1 50
Lightning dryer		0 75
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., $2 30.

BUILDERS' HARDWARE

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre Cyclone, 25 lb, per roll	0 55
Dry Cyclone, 15 lbs	0 45
Tarred Sheathing (Joliette), 25 lb.	0 40
Tarred Felt, 7 oz., 50 lbs	1 80
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, bags per bbl	1 70 1 75
Belgium	1 80 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

DOOR SETS.

Canadian, 50 and 10 per cent.

ESCUTCHEONS.

Canadian, 50 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 25
over 12 in. " 3 25
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $16.10 No. 10, $16.10; No. 20, $8.05; No. 50, $17.58; No. 51, $7.76; No. 120, $16 10.
Screen door sets, No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago Spring Butts and Blanks, 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

IRON AND BRIGHT WIRE HOOKS.

Wrought iron hooks and staples—	
½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes and hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.

KNOBS.

Canadian knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

LOCKS AND KEYS.

Canadian 50 and 10 per cent.

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 2 lbs	0 95

SASH CORD.

No 12, per lb	0 17

SHELF BRACKETS

No 140, 65 and 10 p.c.

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	0 12

TOOLS AND HANDLES

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit, "	9 00 11 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	4 50 6 85

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

DRAW KNIVES.

Carpenters', 6 inch, doz	5 25
Folding handles, 8 inch, doz	11 85

DRILLS.

Bit stock drills, 2-32 in., doz	0 53

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

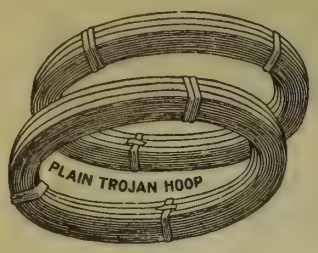
Tack, iron, ¢ oz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 2

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MINERS SUPPLIES

Mattocks, 6 lb., 12 inch, $6 dozen
Picks, 17 cents per lb.
Pick handles, $1.85 dozen.
Prospectors' hammers, 20 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.



Wri'e for Samples.

Oil Finish Trojan **Cold Rolled Hoop Iron**

Put up in rolls of 2000 feet continuous, packed in barrels of about 500 lbs. each, ½ inch runs 40 feet to the lb. full, other sizes in proportion. Galvanized Hoop ½, ⅝, ¾ and 1 inch. Gauges 26, 27, 29, in rolls.

43 Scott Street Toronto

J. N. WARMINTON

207 St. James St. Montreal

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAWS.

Atkins, hand and crosscut. 25 per cent.
Disston's Hand, discount 15 per cent

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

adian discount, 40 p.c.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 p.c; No. 3 and 4 grade, 45 p.c.

SQUARES.

Disston's 60 and 10 p.c.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft, each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, discount 10 per cent.

FARM AND GARDEN GOODS

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		50
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

HARVEST TOOLS.

50 and 10 per cent.
Sidewalk and stable scrapers, net

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1½ " " "	5 20
Web	2 45

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31
Niagara Spray Nozzles, doz	8 30

Less 5 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, 25 per cent

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
Lawn rakes, net.

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's	0 13½
Berg's, per lb	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " No. 2	5 50
Saw Vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, new list	75

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 7½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
C ewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ½ diameter, per 100 lbs., $2.85

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 85 and 10 per cent.	
Bench, wood .....per doz.	5 00
" iron ..... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads in bulk, 75; saddle nails, in papers, 10 saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent

SPORTING GOODS.

CARTRIDGES

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

LOADED SHELLS

"Crown" Black Powder, 18 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 18 p.c. 90 days net.

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, 40c.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00.
Pucks net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 42½
"Singaless" and "Alaska" Nevada ver flatware, 42 p.c.

SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40 pruning, 70.
Seymour's, 50 and 10 per cent.



CLAUSS PERFECT STROPPER

The latest thing out. The article with merit. The only automatic Stropper on the market which gives perfect satisfaction. Sold under a positive guarantee.

Anyone, no matter whether he knows how to strop a razor or not, can do so on this automatic Stropper. This is now the only way to strop a razor.

Clauss Perfect Stropper retails for - $2.50

MERCHANTS, WRITE FOR TRADE PRICE

The CLAUSS SHEAR COMPANY

169 SPADINA AVENUE : : : : : : : : : TORONTO

HOUSE FURNISHINGS

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, holl w ware, 45 p.c.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p c		

LAMP WICKS.

Discount, 60 per cent.

METAL POLISH.

Tandem metal polish paste 6 00

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	2 65
3 " " "	3 35
4 " " "	4 25
5 " " "	5 75

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 40
10 " " "	2 85
12 " " "	3 30
15 " " "	4 30

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast...per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

GALVANIZED WARE

Dufferin pattern pails, 45 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.
Galvanized buckets, 50 per cent.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent;

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SHEET IRON WARES

Fry pans and spiders, 50 and 5.
Fire shovels, 50.
Camp stoves and ovens, 50 and 10

STOVE BOARDS

Lithographed, 60 and 10

OIL STOVES AND OVENS

Oil and gasolene stoves and ovens, 50.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch "	1 47

Polished, 15c per dozen extra.
Thimbles, 70 p c.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 1 \$3.50; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½ \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lenghts 6" to 11", discount 25 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b., Montreal.

COPPER AND BRASS WIRE.

Brass, 60 p.c. Copper, 62½ p.c.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—In5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 30c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

HAY WIRE IN COILS.

$2.25 base f.o.b., Montreal.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lb., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, $2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 50	2 75
Galvanized, plain twist	2 80	2 85

F.O.B. Montreal.

Galvanized barb, f.o.b. Montreal $2.65 for small lots and $2.55 for carlots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c. in car lots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Mops, per doz 1 20 1 50
Folding ironing boards 16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz. 8 10

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz	73 75
Square "	77 50
Dowswell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	74 00
Stephenson	74 00
Puritan Motor	156 00
Connor, improved	39 00
Ottawa	42 00
Connor Ball Bearing	87 00
Conner Gearless Motor Washer	144 00

WRINGERS.

Royal Canadian, 11 in.. doz	42 25
Improved Royal Canadian, 11 in	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in	36 50
Ottawa, 3 year, 11 in	41 50
Favorite, 5 year, 1 in	42 50

MISCELLANEOUS

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

PUMPS.

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09
Pure Manilla	0 11
"British" Manilla	0 09½
Cotton, 3-16 inch and larger....0 21	0 23
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 12

Car lots, ½c. less; 5-ton lots, ½c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 12 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00
Grind, 40 to 200 lb., per ton		20 00 22 00
" under 40 lb., "		24 00
200 lb. and over		30 00

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Sonne, Thos., Montreal

Babbitt Metal.
Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Baskets
Oakville Basket Co , Oakville, Ont.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Blacksmiths' Supplies
Star Mfg. Co., Carpentersville, Ill., U.S.A.

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co , Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Brushes
Nelson, H. W. Co., Toronto
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H , Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb. Montreal.
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Joyce, F., & Co., London, England

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clothes Pulleys
The O. S. Rollston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls, Ont.

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cultivators
Bailey Underwood Co., Ltd., New Glasgow, N.S.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Decatur Bull, Montreal
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Checks
Le Page Door Check Mfg. Co , Toronto

Electric Dry Batteries
Electrical Specialties, Ltd., Toronto

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont
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Eavetroughs
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McClary's, London, Ont.
Kemp Mfg. Co., Toronto
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Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Feather Dusters
Nelson, H. W., & Co., Ltd., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Fire Pots, Torches, &c.
Otto Bernz, Newark, N.J.

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Brandon Machine and Furnace Works, Brandon, Man.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
Grove Chemical Co., Appley Bridge, Eng

Hammocks
Dominion Hammock Mfg. Co., Dunnville Ont
Nelson, H. W., & Co., Ltd., Toronto
The I. E. Palmer Co., Middletown, Conn

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co., Hamilton.
Soss Invisible Hinge Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Simonds Mfg. Co., Fitchburg, Mass.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Belleville Iron & Horseshoe Co., Belleville, Ont
Montreal Rolling Mills, Montreal.

Hose Couplers.
The Time Saving Coupler Co , Toronto

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith Hardware Co., Montreal

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
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Ladders
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Lamp Black.
E Fielding, Toronto
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Lanterns.
Thos. Davidson Mfg. Co., Montreal
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Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

Mail Boxes.
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Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Clare, Little & Co Saskatoon, Sask

Metals.
Canada Metal Co., Toronto.
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Metal Shingles, Sidings, Etc
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Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto
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Roofing Supplies.
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Barber Asphalt Co, Philadelphia
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Hyde, F., & Co., Montreal.

Shears, Scissors.
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Snaps
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Sprayers
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Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
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Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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Hamilton Stamp and Stencil Works, Hamilton

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Hamilton Stamp and Stencil Works, Hamilton

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Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

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Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
Jas Smart Mfg Co, Ltd, Brockville, Ont
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Structural Steel.
The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton

Tapes.
Lufkin Rule Co., Windsor, Ont

Tin Plate.
A. C. Leslie & Co., Montreal

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Geo D. Pearson & Co., Montreal

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

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D. Maxwell & Son, St. Mary's, Ont
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Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Hobbs Hardware Co., London, Ont
Wm Stairs Son & Morrow Co, Halifax

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN



GLOBE
EAGLE
GREAT WESTERN
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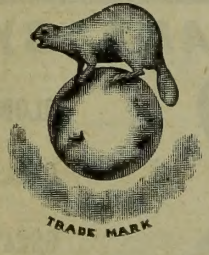
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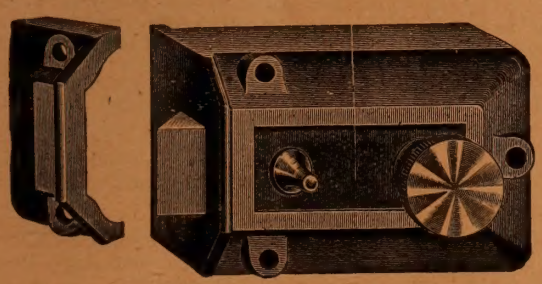
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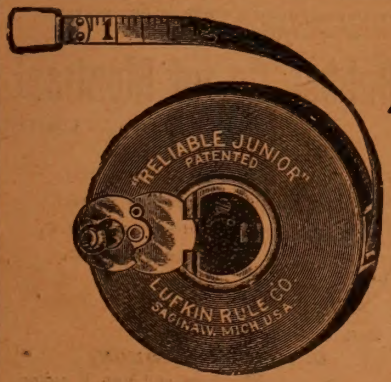
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